AN emap BUSINESS PUBLICATION

# Coachmart

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November 16, 1989 Issue 563 £1

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**1983 EUROPA II 12M Integral**, 44 recliners + 5 fixed, Red moquette, power door, courier seat, curtains, toilet, continental door, TELMA, Webasto, driver's fan, all white.

**1983 EUROPA II 12M Integral**, 46 recliners, Red moquette, power door, courier seat, curtains, toilet, fridge, water boiler, TELMA, continental door, Webasto, all white.

**1982 EUROPA II 12M Integral 12M**, 52 recliners, Red moquette, power door, courier seat, curtains, Webasto, cream/orange.

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**1981 (AUGUST) EUROPA II Integral 12M**, 49 str., Brown moquette, power door, n/s sunken toilet, continental door, fridge, curtains, red/white/blue.

## VOLVO

**1988 B10M GL PLAXTON PARAMOUNT 3500 12M**, 51 recliners, Beige/red moquette, power door, courier seat, curtains, toilet, water boiler, continental door, wired T.V. + video, white/duo green.

**1988 B10M GL PLAXTON PARAMOUNT 3500 12M**, 49/53 recliners, Brown moquette, power door, toilet demountable, berth, water boiler, wired TV. + video, continental door, white/yellow/orange/green.

**1987 B10M CAETANO ALGARVE H.NDH 12M**, 51/53 recliners, Brown/beige moquette, power door, courier seat, curtains, berth, continental door, demountable rear toilet, Webasto, AIR-CONDITIONING, wired T.V. + video, white/yellow/blue/brown.

## SCANIA

**1984 (AUGUST) K112 JONCKHEERE JUBILEE P599 12M**, 51 recliners, Grey/orange moquette, centre sunken toilet, driver's berth, TELMA retarder, wiring T.V. + video, water boiler, power entrance door, white with primrose and brown reliefs.

**1984 K112 JONCKHEERE P599 12M**, 49 recliners, Fawn/orange moquette, power door, courier seat, berth, centre toilet, fridge, continental door, drinks machine, TELMA, wired T.V. + video, ivory/orange/red.

## LEYLAND

**1987 TIGER 245 PLAXTON PARAMOUNT 3200, 12M**, 57 str., Autumn tint moquette, power door, side lockers, automatic lubrication, white/brown.

**1986 TIGER 245 DUPLE CARIBBEAN II 12M**, 49/51 recliners, Grey/orange moquette, power door, courier seat, curtains, sunken demountable toilet, continental door, tinted glass, ZF gearbox, white/red/black.

## MOSELEY

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**1980 Ford R1114 Duple Dominant Express,** 53 seats, red moquette, livery white/blue. MoT 1990.

**1979 Ford R1114 Duple Dominant Express** 53 seats, Bristol dome, grey/blue moq, livery blue.

**1979 AEC 760 12 metre Plaxto** BOTH SOLD n tint moquette, Bristol dome, side lockers. Livery cream. Choice

**1978 Bristol VRT (Leyland),** 74 str ECW SOLD , MoT 11 October 1990.

**1978 AEC 760 12 metre Plaxton,** 4 BOTH SOLD t moquette, Bristol dome, side lockers. Livery cream. Choice of 2.

**1977 AEC 760 11m Plaxton,** 45 reclining SOLD n tint moquette, Bristol dome, side lockers, livery cream.

**1977 Bedford YMT,** 53 seater Caetano, livery cream. Red moquette.

**1976 Leyland 53 seater Plaxton Ex** BOTH SOLD de lockers, Bristol dome, autumn tint moquette, livery cream/maroor

**1976 Bedford YMT 53 seater Plaxton Express,** side lockers, radio, white/red livery, red moquette. MoT 24.04.90.

**1976 Bedford PJK Duple Dominant,** 29 seats, MoT Dec 89, autumn tint moquette, livery white/green.

**2 x 1975 Bristol VRT (Gardner),** BOTH SOLD ril 1990 and Aug 1990.

**1975 Bedford YRQ,** 45 seater Plaxton, powerdoor, livery blue/yellow, red moquette.

**1975 Ford R1114 53 Duple Dominant Express,** red moquette, livery white/blue/yellow.

**1974 Bedford YRT Duple Dominant,** 53 seater, power door, red moquette, livery white.

**1972/73/74/75 Leyland Natio** ALL FOUR SOLD ehicles.

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### VOLVO

**1987 Volvo B10M Plaxton Paramount 3500,** 49/53 Recliners, O/S rear Continental, 1 door, O/S rear sunken toilet, Telma retarder, TV/video, drinks machine, red curtains, choice of two.

**1982 Volvo B10M Plaxton Viewmaster,** 49 seats, o/c continental door, toilet, drivers bunk, drinks machine, power door, tinted windows, livery white, autumn tint moquette, MoT March 1990.

### BEDFORD

**1981 Bedford YNT 53 Plaxton,** side lockers, autumn tint moquette, livery white/blue/yellow stripes.

### LEYLAND

**1981 Leyland Leopard Duple Dominant,** 53 seats, red moquette, livery white, new MoT.

**1981 Leyland Leopard,** 11 metre, Plaxton Supreme Express, 53 remoquetted seats, ZF 6-speed, MoT July 1990.

**1981 Leyland Leopard,** 12 metre Plaxton Supreme IV, 49 Chapman reclining seats, ZF 6-speed manual gearbox, Bristol dome, destination gear. Livery white, autumn tint moquette. MoT.

**1980 Leyland Leopard 12 metre Supreme,** 53 re-moquetted seats, Bristol dome, 6 sp ZF gearbox, side lockers, MoT 01.09.90.

### MAN

**1982 SR 280** 46 recliners, Sutrak air conditioning, 6 speed gearbox, o/s centre power door, o/s centre sunken toilet, driver's bunk, fridge, drinks machine, tinted double glazed windows, Rollo blinds, courier seat, Webasto and timer, seat back nets, headrest covers, wheel discs, driver's locker.
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### DAF

**1989 DAF SB2300 ATI Algarve,** 53 reclining seats, continental door, radio PA cassette, curtains, tinted windows, white, orange and black exterior, brown stripe interior, MoT Feb 1990. Choice of 7.

**1988 DAF MB230 Plaxton 3500 2 Star,** 49/53 reclining seats, courier seat, rear sunken toilet, driver's bunk, drinks machine, continental door, Webasto, Telma, tinted windows, curtains, finished in white, grey and red moquette, MoT Feb 1990. Choice of 6.

**1987 DAF SB2300 Caetano Algarve,** sunken centre toilet, driver's bunk, radio PA cassette, 49 reclining seats and courier seat, tinted windows, finished in white with grey and red stripe interior, MoT April 1990. Choice of 2.

**1986 DAF SB2300 Berkhof Esprit,** 53 reclining seats, courier seat, continental door, tinted windows, curtains, MoT April 1990, finished in white, brown stripe interior.

**1983 (Y) DAF SB200 Jonckheere Bermuda,** 47/51 reclining seats, ducted heating, integral side lockers, power door, wheel discs, toilet, curtains and seat covers, radio/pa/cassette, interior green stripe, exterior white, MoT February 1990.

**1983 (Y) DAF MB Plaxton Paramount 3200,** 49 reclining seats, 2 side lockers, ducted heating, power door, rear sunken toilet, tv box and wiring for saloon, radio/pa/cassette, interior brown stripe, exterior white, MoT new.

**1980 (V) DAF DKTL Plaxton Supreme IV,** 53 fixed seats, 3 heaters, power door, 2 side lockers, wheel discs, radio/pa/cassette, interior red, exterior white, MoT.

### FORD

**1983 R1114 Duple Dori...** SOLD ...ats + courier seat, curtains, Telma, re... ...lue and white, interior blue. New MoT.

**1980 R1114 Plaxton Supreme IV Express,** 49 reclining seats, jake brake, side locker, interior brown, exterior cream and maroon. MoT March 1990.

**1978 (T) A Series Faro 3,** 25 seats, power door, radio cassette, interior red, exterior yellow and red. MoT 23/5/90

### SCANIA

**1987 (D) Scania K112 CRB Van Hool Alizee H,** 49 reclining seats, power door, Telma, crew seat, side lockers, toilet, sink, fridge, blue curtains, radio/pa/cassette, interior blue/red/cream stripe, exterior silver grey, MoT May 1990.

### VOLVO

**1988 Volvo B10M Plaxton 3500,** 53 reclining seats, rear sunken toilet, continental door, courier seat, beige and red interior, exterior white with red and yellow relief. Choice of 3.

**1981 (X) Volvo B58 Plaxton Supreme IV,** 53 remoquetted seats, power door, Telma, side locker, 3 heaters, wheel discs, interior brown chevron, exterior white, MoT December 1989.

**1981 (W) Volvo B58 Unicar 11M,** 53 seats, ducted heating, side locker, interior grey, exterior white/orange/red/maroon, MoT April 1990.

### N·E·W

***K93 AUTOMATIC PLAXTON DERWENT BUS***

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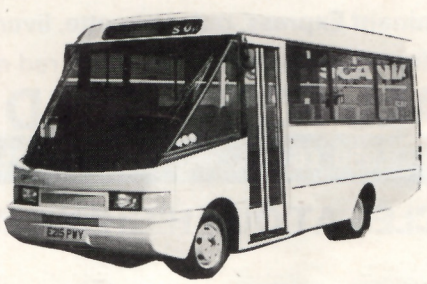
**1976/77 Daimler Fleetline, Park Royal and MCW bodywork,** 76 seats, Gardner LXB engine, auto steering, single entrances painted all white, going through MoT, large selection.

**1973 (L) Atlantean 6** SOLD **es,** 74 seats, interior maroon PVC, exteri... February 1990.

### NEOPLAN

**1986 Skyliner Mk II,** Gardner engine, ZF automatic gearbox, 77 reclining seats, water boiler, fridge, driver's bunk, TV and video, MoT Feb '90, interior red moquette, ext white, blue and orange.

### MINIBUSES



**1987 Optare City Pacer,** automatic transmission, Eberspacher heating, power door, side locker, 25 seats, int red and grey, ext white, new MoT.

**1987 Mercedes-Benz 609D Reeve Burgess coach,** 19 seats, power door, radio/pa/cassette, int grey, ext white, orange and black, one only, MoT 02-90.

**1983 Y Fiat Caetano Beja,** 18 seats, power door, luggage boot, int blue, ext white, MoT 23-04-90.

### NEOPLAN

**1986 Skyliner MkII** Gardner engine, ZF automatic gearbox. 77 reclining seats, water boiler, fridge, drivers bunk, TV and video, MoT Feb '90. Interior red moquette, exterior, white, blue and orange.

### AEC

**1979 (T) AEC 760 Plaxton Supreme IV,** 49 seats, power door, side locker, heater, interior brown/beige stripe, exterior white, MoT March 1990.

### BEDFORD

**1985 (B) YNT Plaxton Paramo... 00 12m,** 53 reclining seats, ZF 6 speed gearbo... teering, side lockers, tinted glass, powe... SOLD ...s, radio/pa/cassette, interior brown and o... ...xterior white and yellow, MoT April 1990.

**1985 (B) YNT Duple Laser,** 53 seats, ZF 6 speed gearbox, heated windscreen, side locker, power door, interior blue/grey stripe, exterior white/orange/yellow stripe, MoT April 1990..

**1977 (R) Bedford YMT Plaxton Supreme,** 53 seats, 3 heaters, radio/pa/cassette, interior red stripe, exterior white/orange/blue, MoT.

### LEYLAND

**1985 Leyland Tiger Duple Laser II** ... fully auto gb, power door ... ALL SOLD .../pa, curtains, int blue str... ...06.06.90, choice of four.

**1985 Leyland Tiger Duple Laser II,** power door, ducted heating, side locker, radio/pa/cassette, 51 E-type seats, int beige/red, ext white, MoT 08.11.89.

**1984 Leyland Tiger 245 Plaxton Paramount 3200 EXP,** semi-auto gb, side lockers, toilet, Webasto, 49r, int brown stripe, ext white, MoT 29.01.90.

**1984 Leyland Royal Tiger Plaxton Paramount 3500,** power door, integral side lock... ...eating, drinks machine, toilet, tv/video, ra... SOLD ...ette, 49r seats, int brown stripe, ext white, Mo... 13.02.90. Choice of 2.

**1984 Leyland Tiger 245F Berkhof Esprite,** underfloor lockers, plug power door, ducted heating, toilet, drinks machine, box for tv, radio/pa/cassette, 49r seats, int brown stripe, ext white, MoT 25.06.90.

**1983 Leyland Tiger 245 Plaxton Paramount 3500,** power door, side lockers, wheel discs, heated mirror, toilet, tv/video, radio/pa/cassette, 49r seats and courier, int brown stripe, ext white, MoT 28.07.90.

**1982 Leyland Leopard ECW EXP,** semi-auto gb, destination gear, driver's partition, int autumn tint, ext white, 49 seats, MoT 05.05.90.

**1982 Leyland Tiger 218 Plaxton Supreme V Ex,** 3 heaters, power door, side locker, radio/pa/cassette, 53 seats, int autumn tint, ext white, MoT 30.10.89.

**1982 Leyland Leopard Duple Dominant IV,** ZF gearbox, power door, SBG dome, 4 heaters, radio/pa/cassette, 53 reclining seats, int blue/grey, ext white/blue, MoT 08.89.

**1981 Leyland Leopard Duple Dominant II,** ZF gb, power door, Telma, side locker, Bristol dome, 3 heaters, radio/pa/cassette, int red/orange, ext white, 53 seats, MoT 18.01.90, choice of two.

**1981 Leyland Leopard Plaxton Sup IV,** semi-auto gb, manual route gear, power door, Bristol dome, heated windscreen, 53r seats, int yellow/black, ext white, MoT 01.06.90

**1981 Leyland Leopard Plaxton Supreme IV EXP,** semi-auto 2 speed gb, heated windscreen, 48r seats, Bristol dome, driver's cab, int autumn tint, ext cream/orange, MoT 25.11.89. choice of 3.

**1979 Leyland Leopard Duple Dominant II,** power door, 4 heaters, radio/pa/cassette, 57 seats, int red/orange, ext white/blue, MoT 01.90.

**1978 Leyland Leopard Duple Dominant I,** power door, Telma, Bristol dome, Webasto heaters, side locker, 49 seats, int blue stripe, ext white, MoT 12.01.90.

**1972 Leyland Leopard Plaxton ...** ...wer door, autolube, side locker, 2 heater... SOLD ..., 40 fixed seats, int autumn tint, ext red/c... ...03.

SCANIA PLAXTON VANHOOL Alexander

Stuart Johnson Ltd, Bus & Coach Centre Claylands Avenue, Worksop, Notts. S81 7DJ Tel: 0909 500822, Fax: 0909 500165

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# Coachmart

**ISSUE 563** **November 16 1989**

Coachmart is published by EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough PE1 1DS. Telephone 0733 63100. Fax 0733 62656. Telex 32157. ISSN 0953-8240

**EDITORIAL**

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classified advertisement production- Wyn Harrison;
magazine secretary - Clare Bollans.
Publisher - Ian Griffin

**SUBSCRIPTIONS**

Subscriptions inquiries- Rachel Davies.
Coachmart is only available by pre-paid suscription. Domestic suscription rate is £45 per year, and Europe (including Irish Republic) £75 per year. Worldwide air mail rate is £100 per year. All rates include postage.

**CONTRIBUTIONS**

Contributions should be sent to The Editor, Coachmart, Wentworth House, Wentworth Street, Peterborough PE1 1DS.
The Editor cannot accept responsibility for claims and statements by authors and manufacturers whose views do not necessarily represent those of the publisher, or for any mistakes or misprints, although every care is taken to ensure accuracy.

Typesetting and colour origination: Meridian Media Services Ltd, Orton Southgate, Peterborough.
Printing: Gibbons Barford Print,Willenhall, West Midlands.
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# Revamped Sunseeker Holidays is open for business again

A re-organised Sunseeker Holidays has offered discounts to some victims of the original coach tour company's collapse, and has re-opened its offices in Birmingham and Manchester.

Colin Johnson, former managing director of Sunseeker, is advisor to a new tour programme and the new Sunseeker company has offered credit, to the value of half of either the customers' deposit or total holiday cost, on the new itinerary. However, the joint liquidator - Paul Finn of Hodgson Impey - has issued proceedings against both Johnson and his former co-director Louise Moakes alleging wrongful trading.

In the joint liquidators' report, presented to the creditors' meeting on October 3, Finn alleges that monies resulting from a special offer were not banked daily in the usual way by Giro credit but that the directors collected the cash and cheques - some £104,000- and banked them personally. The vast majority of this money had now been reconciled, he added, and said that the directors had given him every co-operation.

In another letter, Finn advised that the holidaymakers who had booked are unlikely to receive any payment, and that they should accept the offer... a result of the sale of part of Sunseeker's assets to Crystalrun Ltd trading as Knightline Coaches. a coach operator based in Torquay.

The tale took a new twist on October 30, when holidaymakers were told that the new Sunseeker operation had been re-organised, and that Hawk Brook Finance plc was now trading as Sunseeker Holidays. ABTA membership had been sought so that the new holidays would be bonded, though the deadline for acceptance of the offer is November 30. ABTA had not, at the time Coachmart went to press, accepted Hawk Brook Finance plc into membership.

Hawk Brook Finance plc was incorporated on January 13, 1989, as Edenbrand plc. Its directors include Keith Thompson, of Maidstone, Kent, who is also a director of Margos Luxury Coaches. Before November 3, the Companies Register showed Ronald Dalton as one of the directors of Crystalrun Ltd. This company is now Sunseeker Tours Ltd. 'Ronald George Dalton (also known as Keith Thompson), Norbreck, Barming Woods, Maidstone, Kent' is named as a director of Eurocoach plc. Other directors of Crystalrun were Sarah Thompson, of the same address, and Bruce Tonks, of Charminster, Dorset. Hawk Brook plc's other director is listed as Sarah Thompson.

Having at first said he had 'no comment', Tonks - whose name appears on letters to Sunseeker customers - later agreed to be interviewed and strenuously assured Coachmart that Colin Johnson's involvement in the new Sunseeker Holidays was purely on an advisory basis, and that he is not, nor would he become, a director.

•Sunseeker Holidays collapsed on September 19 (Coachmart September 28) stranding around 700 holidaymakers in Europe. At the time, Johnson said he had lost everything, including his house.

## Pick-up points

**COACHES taking groups to the Olympia Showjumping Championships on December 14 - 18 have been given special instructions for set-down and picking up.**

**The Metropolitan Police say setting down must be in Russell Road west side facing north. Coaches are to approach this point from Hammersmith Road or Kensington High Street. Picking up is in Blythe Road. Coaches should again approach from Hammersmith Road or Kensington High Street, and should not return for pick-up more than 10 minutes before the end of the performance.**

## Kirkby buys Arlington stock

Kirkby Coach and Bus is to purchase the stock of Arlingtons. Around 100 used vehicles are to be acquired together with a commitment to purchase 162 new vehicles.

The announcement by the dealer subsidiary of Plaxton group plc follows a month of industry rumours regarding the future of Arlington bus and coach sales. Kirkby's recently announced its intention to open a new London area dealership. This should be operational by March 1990.

An interim arrangement allows Kirkby to store vehicles at Arlington's Enfield side in addition to temporary facilities in Ware. Many of the newly purchased stock will be moved to Kirkby's Anston premises.

This week's announcement does not clarify the position of the Van Hool integral franchise or the Wadham Stringer agency held by Arlington - both of which come to an end.

## BTA survey

THE British Tourist Authority may be ringing you next week as they begin a nationwide survey of coach operation.

The survey promises to give tourist boards a better understanding of the way in which the coach industry makes its decisions, and will enable tourist organisations give a better service.


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**NEW VEHICLES, CRYSTALS OWN CONVERSIONS**

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**TALBOT EXPRESS 1500,** diesel, high roof, 14 high back moquette seats, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad vent, tinted windows. **£14,500.**

**FREIGHT ROVER,** diesel, 5-speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad vent, tinted windows. **£15,950.**

**LEYLAND DAF 400 SERIES,** diesel, 5 speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, 4 soft trim luggage racks, saloon heater, quad vent, tinted windows. **£16,700.**

**EX DEMO FREIGHT/ROVER** Unreg, very high spec., 12 seater. **£9,950. Ring for full spec**

**1986 (C) 307D 12 MOQ SEATS,** high spec throughout, annual March 1990. **£10,250.**

**1982 (Y) TRANSIT 16 SEATER,** 1 year's annual. **£5,350.**

**1982 (X) TRANSIT PETROL,** 12 seater, all tidy. **£3,250.**

**1984 (A) FIAT PETROL,** 12 seater, annual June 1989, very clean vehicle. **£3,950.**

**1988 (E) TRANSIT DIESEL,** 12 seater, high spec, 1 year's annual. **£10,750.**

**1980 (V) 16 SEATER TRANSIT,** petrol, annual February 90. **£3,500.**

**1976 (P) TRANSIT PETROL,** welfare dormobile. **£950.**

**1977 TRANSIT DORMOBILE DIESEL,** 16 seats, annual December 1989. **£1,450**

**1985 (B) FORD R1014 DIESEL**
Wadham Stringer on shortened chassis, 33 + 14 standing, power door, full service bus spec, annual June '90.
**£13,950.**

**'984 (B) TRANSIT DIESEL,** overdrive, 16 high back moquette seats, high spec, annual Feb. **£8,250.**

**1983 (A) CAETANO BEJA,** 18 seater, power door, annual April 1990.

**1983 (Y) MERCEDES 508D,** 19 high back moquette seats, Bristol dome, boot, annual Dec '89. **£10,950.**

**CHOICE OF 10 SHERPA DIESELS,** 16 seaters, all with current annuals, 1986-1988.

**1983 (Y) TRANSIT,** 16 seater, petrol, full soft trim, luggage racks, annual April '90. **£4,950.**

**MERCEDES 508 D,** 27 seats, coachbuilt body, power door, boot. 1 year's class 5 MoT. **Best offer secures.**

**1985 (B) TRANSIT DIESEL,** 12 moquette seats, 1 year's annual, very tidy throughout **£6,250.**

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FINANCE ARRANGED

(31836/MB)

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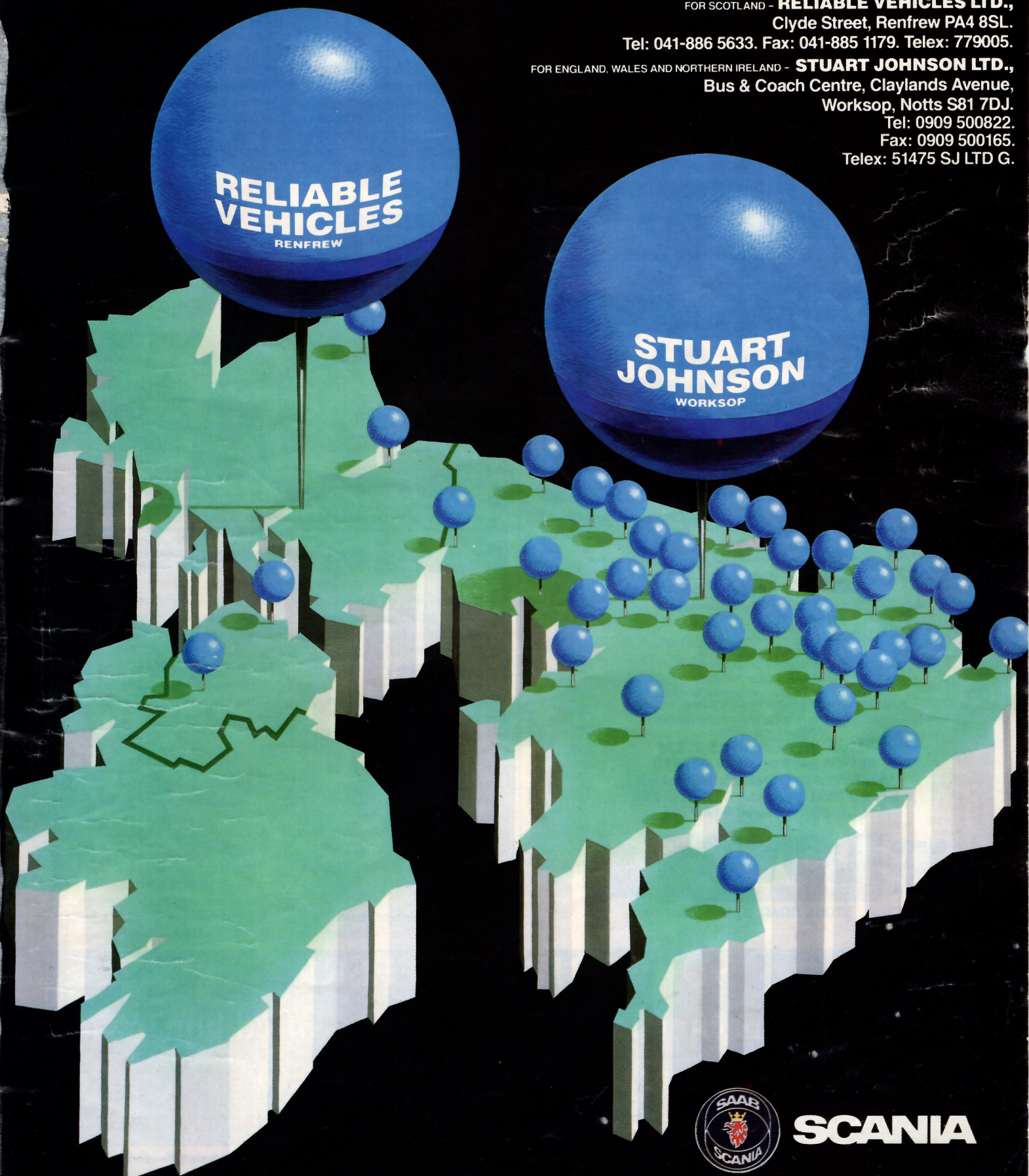


# Operators confirm faith in Javelin

Dennis has received repeat business for its Javelin from three important customers. S A Bebb Ltd are taking 10, Lewis Coaches now has its fifth this year, and Go Whittle have ordered five for 1990 delivery.

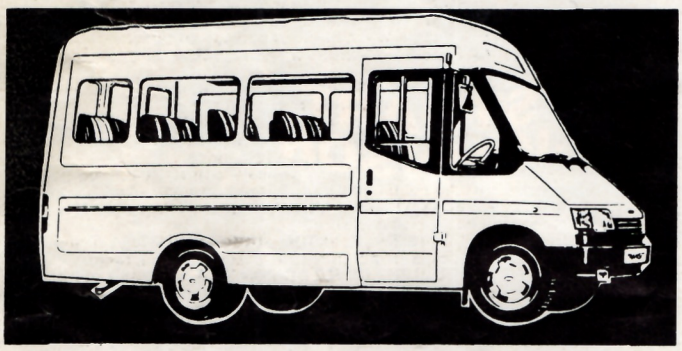
The South Wales fleet of Bebb's have been running Javelins for two years. The new intake of two Duple 300 service buses, one Caetano, and seven 12m Duple 320 SL coaches will oust the older Dennis's. Nigel Bebb told Coachmart that the selection of Javelin was a case of 'horses for courses'. The coaches will be used on a range of contracts, private hire, day excursions and UK tours. Bebb said that experience with the Javelin had been good. Brakes had been a problem overcome with the specification of Telma's for coaches and in-built retarders on the auto-gearbox service buses. Until Bebb fitters built up expertise clutch replacement took four days instead of 4-5 hours. The 38 vehicle fleet includes 11 Setra's for continental work and 10 Optare City Pacers for local services.

Norman Lewis, MD of Lewis's Coaches, Pailton near Rugby, said he was 'over the moon' with Javelin economy. 'It is the vehicle for me', confirmed Lewis, who quoted 13.5 mpg as typical of the nine Javelin's in the 14 coach fleet.

The first two Javelins in the Lewis fleet have now covered 100,000 miles with 'virtually no problem'. Retarders have not been specified because Lewis considers the brakes 'well up to the job' and Dennis have solved earlier brake squeal and brake shudder complaints.

With the 1990 order Go Whittle will operate two of its original 10 from 1988 and six delivered in 1989. Ron Whittle told Coachmart that brakes had not been a problem because of the fitment of Telmas. However, he did say that early problems with compressors and air valves had either been overcome or had settled down. Following earlier experience with clutch wear Whittle drivers are instructed to start in 1st gear - Whittles can now replace a Javelin clutch in 3-4 hours.

One of Whittle's original 1988 Javelins.

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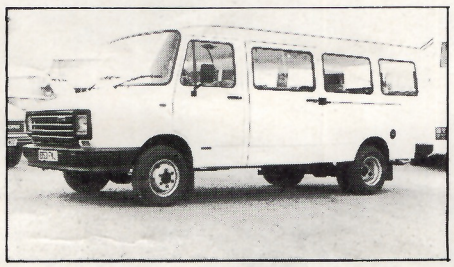

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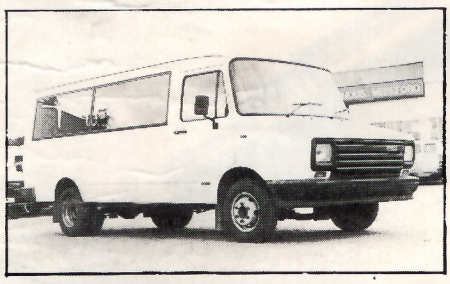

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## USED COACHES

### HEAVYWEIGHTS

**1986 (D) DAF MB DKVL – DUPLE 340,** 53/55 recliners, rear O/S sunken demountable toilet, continental door, driver's berth, power door.
**1986 (C) DAF MB DKFL – DUPLE LASER II,** 53 recliners, power door, Telma, tinted windows.
**1986 (C) DAF – BOVA FUTURA FHD,** 49 recliners, centre sunken toilet, continental door, courier seat, double glazed, boxed and wired for video, driver's berth, (choice of 2).
**1986 (C) DAF SB2300 – LAG GALAXY,** 53 recliners, courier seat, continental door, Webasto, tinted windows, radio/pa/cassette.
**1985 (C) VOLVO B10M GL – CAETANO ALGARVE 3.35,** 51 recliners, courier seat, double glazed, rear O/S sunken toilet, continental door, berth, radio/PA.
**1985 (C) DAF DKFL – CAETANO ALGARVE 3.35,** 53 recliners, (re-trimmed), courier seat, Telma, continental door, tinted windows, curtains.
**1985 (B) DAF - BOVA CALYPSO,** 53 seats, power door, courier seat, radio/pa.
**1985 (B) MAN SR280,** 53 recliners, plug door, courier seat, double glazed, continental door, radio/pa/cassette.
**1983 (Y) VOLVO B10M – BERKHOF ESPRITE 350,** 47/49 recliners (re-trimmed), courier seat, centre toilet, continental door, double glazed, Telma.
**1983 (Y) DAF DKTL – PLAXTON PARAMOUNT 3500,** 51 recliners, courier seat, rear O/S toilet, continental door, berth, decorative curtains.
**1983 (Y) LEYLAND TIGER 218 – Plaxton Paramount 3200,** 57 seats, power door, tinted windows, radio/pa/cassette.
**1983 (PP) DAF – BOVA EUROPA II,** 52 recliners, courier seat, Webasto, box/wired for video, radio/cassette, wheel trims.
**1983 (Y) LEYLAND TIGER 245 ZF – PLAXTON PARAMOUNT 3500,** 49 recliners, courier seat, double glazed, plug door, berth, rear O/S sunken toilet, continental door, drinks machine, boxed and wired for video.
**1982 (Y) DAF DKTL SMIT EURO HI-LINER,** 45 seats, courier seat, plug door, centre sunken toilet, centre continental door, fridge, curtains, radio/PA, trims.
**1982 (PP) DAF DKTL – PLAXTON SUPREME V,** 48 seats, Telma, rear N/S saloon toilet, tinted windows, curtains, servery.
**1982 (X) LEYLAND TIGER 218 ZF – PLAXTON SUPREME VI GT,** 51 recliners, power door, double glazed, Bristol Dome, side locker, soft trim, radio.
**1982 (X) LEYLAND LEOPARD ZF – DUPLE DOMINANT II,** 53 seats, radio.
**1977 (R) SCANIA MCW Metroliner,** 74 seats, 14f 6in high, air suspension, 2 speed, elec-hyd, auto.

### BEDFORD/FORD

**1987 (D) BEDFORD YNV – ALGARVE,** 57 seats, power door, side lockers.
**1986 (C) BEDFORD YNV/ALGARVE,** 53 recliners, power door, tinted windows, rear full height continental door, radio/PA/cassette.
**1982 (X) FORD R1014 Duple Dominant IV,** 42 recliners, side locker, wheel trims.
**1982 (X) FORD R1114 – DUPLE DOMINANT IV EXPRESS,** 49 seats, tinted windows, side lockers, SBG front, (choice of 2).
**1979 (V) BEDFORD YMT – DOMINANT II EXPRESS,** 53 seats, power doors.
**1979 (V) BEDFORD PJK – DUPLE DOMINANT,** 29 seats.
**1979 (T) FORD R1114 – SUPREME IV,** 49 recliners, curtains, side lockers.

### MINIBUSES

**1988 (E) ACE – PUMA PLAXTON PARAMOUNT,** 35 seats, power door, side lockers, soft trim.
**1987 (E) IVECO 79.14 – CAETANO VIANA,** 19 seats, manual door, parcel racks, heaters, curtains.
**1987 (D) TOYOTA – CAETANO OPTIMO,** 19 seats, power door, curtains, tinted windows, forced air, reading lights.
**1986 (D) MAN 8.136 – REEVE BURGESS,** 32 seats, power door, radio/pa.
**1986 (C) IVECO 79.14 – CAETANO VIANA GL,** 19 seats, power door, reading lights, forced air, curtains.
**1985 (B) FIAT 60.10 – CAETANO BEJA,** 18 seats, power door, curtains.
**1981 (X) MERCEDES 508D, Reeve Burgess,** 21 seats, Bristol dome, side locker, boot, soft trim, tinted windows, wheel trims.
**1980 (V) MERCEDES 508D Reeve Burgess,** 18 seats, boot, parcel racks.

*The year quoted denotes the date of first registration, not necessarily the year of manufacture.*

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# Coach and bus sales start to slow-SMMT

THE pace of growth of the new bus and coach market is slowing down, according to the latest statistics from the Society of Motor Manufacturers and Traders.

The SMMT figures, which include MCW and Optare Metroriders, but exclude van-derived midibuses and details of several European integrals like LAGs, Van Hool T815s, Neoplans and Setras, show that registrations rose by 18.3 percent in the year from November 1, 1987 to October 31, 1988 to 3,050 in 1988/89.

But that compares with a 27.7 percent growth in mid-year. SMMT figures showed June 1988-July 1989 registrations up from 2,299 in 1987/88 to 2,935 vehicles.

Scania is the manufacturer closest to the 18 percent average increase, with registrations up by 17.1 percent to 144 vehicles. In June, its sales were climbing by 47 percent.

Leyland showed the biggest increase - by 50.8 percent to 1,069 vehicles, again down from a 102 percent increase being clocked up in June.

DAF, Dennis and Volvo also show above average increases, but the trends differ.

DAF, whose figures include the first months' sales of Optare Delta-bodied SB220 buses and coaches registered for the Hughes DAF rental fleet, is increasing the rate of its improvement. In June, its registrations were rising only by 2.8 percent.

The Dennis figures, continuing to reflect the strong sales of the Javelin coach, do show falling growth - down from 70 percent in June.

Volvo's strength in the market is reaffirmed by these latest figures. Strong demand for the B10M coach is reflected in an upward surge, with the sales growth up from 15.3 percent in June to 24.2 percent in October.

The impact of LAG and Bova's presence in the integral sector is showing through in the 'other imports' category. It is on an upward curve, with the 83.3 percent increase in the year to October 31 contrasting with 61 percent in the year to June 30.

One of the biggest falls is in Metrorider and Metrobus registrations, mainly of MCW-built vehicles, and the rate of decline is accelerating. In June, they were down by 15 percent; now, it is over 40 percent.

The other big fall stems from Bedford's withdrawal from the market. Its last coaches were registered in December 1988.

| Manufacturer | Nov 88-Oct 89 | Nov 87-Oct 88 | % change |
|---|---|---|---|
| Leyland | 1,069 | 709 | +50.8 |
| Volvo | 723 | 582 | +24.2 |
| MCW/Optare | 344 | 580 | -40.7 |
| DAF | 264 | 206 | +28.1 |
| Dennis | 236 | 185 | +27.6 |
| Scania | 144 | 123 | +17.1 |
| Duple 425 | 22 | 25 | -12 |
| Bedford | 0 | 58 | -100 |
| Other imports | 198 | 108 | +83.3 |
| Other British (CVE?) | 46 | 1 | +4500 |
| Total (includes a few excluded above) | 3,050 | 2,578 | +18.3 |

Source:SMMT

# DSB

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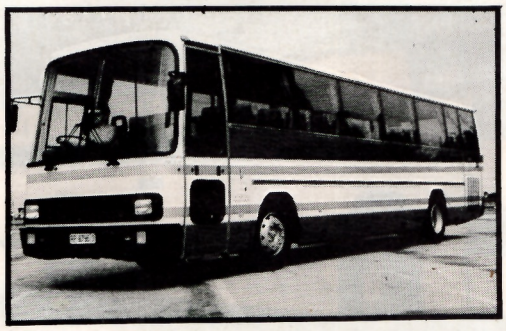

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## USED VEHICLES

| | |
|---|---|
| 1986 MAN 8.136 Whippet Airport 28-sts. MoT NEW | £23,000 |
| 1986 DUPLE 425 Cummins powered 59-sts. MoT 7.90 | £58,500 |
| 1985 MERCEDES 811 Sovereign, 20-sts, toilet, TV/Video, Drinks M/c, tables. MoT 7.90. | £16,000 |
| 1984 DAF Bova Duple Calypso 53-sts. MoT 6.90 | £29,000 |
| 1983 DAF Bova Europa 53-sts. MoT 10.90 | £28,000 |
| 1983 DAF DKTL Moseley Alpha 49-sts. MoT 5.90 | £28,000 |
| 1982 VOLVO B10M GL Duple Goldliner IV. MoT 1.90 | £29,500 |
| 1981 VOLVO B10M Duple Dominant IV 53-sts. MoT 1.90 | £28,000 |
| 1981 DAF Bova Europa 53-sts. MoT 7.90 | £23,000 |
| 1981 DAF MB200 Jonckheere Bermuda 49-sts. Toilet, TV/video. MoT 11.90 | £26,000 |
| 1978 BEDFORD PJK Plaxton Supreme 29-sts. MoT 10.90 | £6,500 |
| 1976 BEDFORD PJK Duple Dominant 29-sts. MoT 12.89 | £4,250 |
| 1974 BEDFORD PJK Duple Dominant 29-sts. MoT 5.90 | £2,500 |

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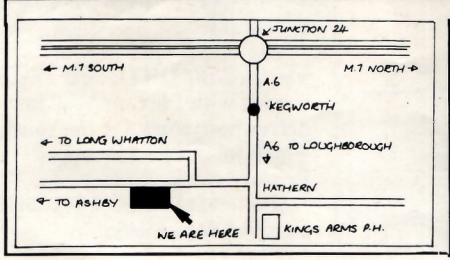


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## Big boost for Tayside

Pictured is one of two National Expressliners delivered to Perth based Tayside Travel Services for Caledonian Express services between London and Inverness/St Andrews.

The Volvo/Plaxton combination is to Rapide specification with Stagecoach fleetnames. They replace two Volvo/Van Hool coaches which formerly worked for Stagecoach after being acquired with the Cotters Coachline business in October 1987.

## Soccer special delivered

Recently supplied to Country Lion Coaches of Northampton is a Van Hool Alizee bodied Volvo B10M GL Mark III, which is seen at the home of Northampton Town Football Club.

Fitted with 49 seats the coach is to a high specification for use as 'The Cobblers' team coach together with other executive work.

Finished in Country Lion colours of white with yellow and brown stripes the Alizee body incorporates: TV, video, tables, double glazing, toilet, and drinks machine.

## First DAF for Edwards

This is the first DAF for George Edwards & Son, Wrexham.

The Welsh operator has specified the DHTD rear engine chassis with Plaxton 3200 low driver bodywork for the coach which joins a previously all Bedford fleet.

Hughes DAF, Cleckheaton supplied the vehicle.

# FLEET UPDATE

## New Scania for Shaw's

Harry Shaw has taken delivery of this Scania K113TRB Van Hool Astrobel from Stuart Johnson, Worksop.

The 72 seat coachwork features reclining seats, tinted double glazing, TV/video on both decks, water boiler, servery, fridge, and driver's bunk. The Series 3 Scania chassis is powered by Scania's 11 litre 363 bhp charge cooled engine coupled to a Scania gearbox with Computer Assisted Gearshifting. Additional specification includes ABS and Telma retarder.

The Coventry company purchased a similar coach earlier this year and both are for use on Harry Shaw's own continental holiday programme.

## Luckybus for service work

Pictured at Arlingtons prior to delivery is one of four Wadham Stringer bodied Leyland Swift's for Lucketts of Watford.

The Vanguard body has 39 bus seats and wide entrance. An automatic gearbox is fitted to the vehicle which is to be used on local service work under the trade name 'Luckybus'.

## Arlington supplies Harrier

Arlington supplied this 37 seat Reeve Burgess Harrier to the 18 strong fleet of P&S Travel Uxbridge.

The coach is to standard specification, which includes tinted glazing, soft trim, courier seat, Purmo heating, power door, and rear boot.

It is based on 4.4 metre wheelbase Leyland Swift chassis with turbocharged 130 bhp Cummins B series six cylinder engine and Turner five speed manual gearbox.

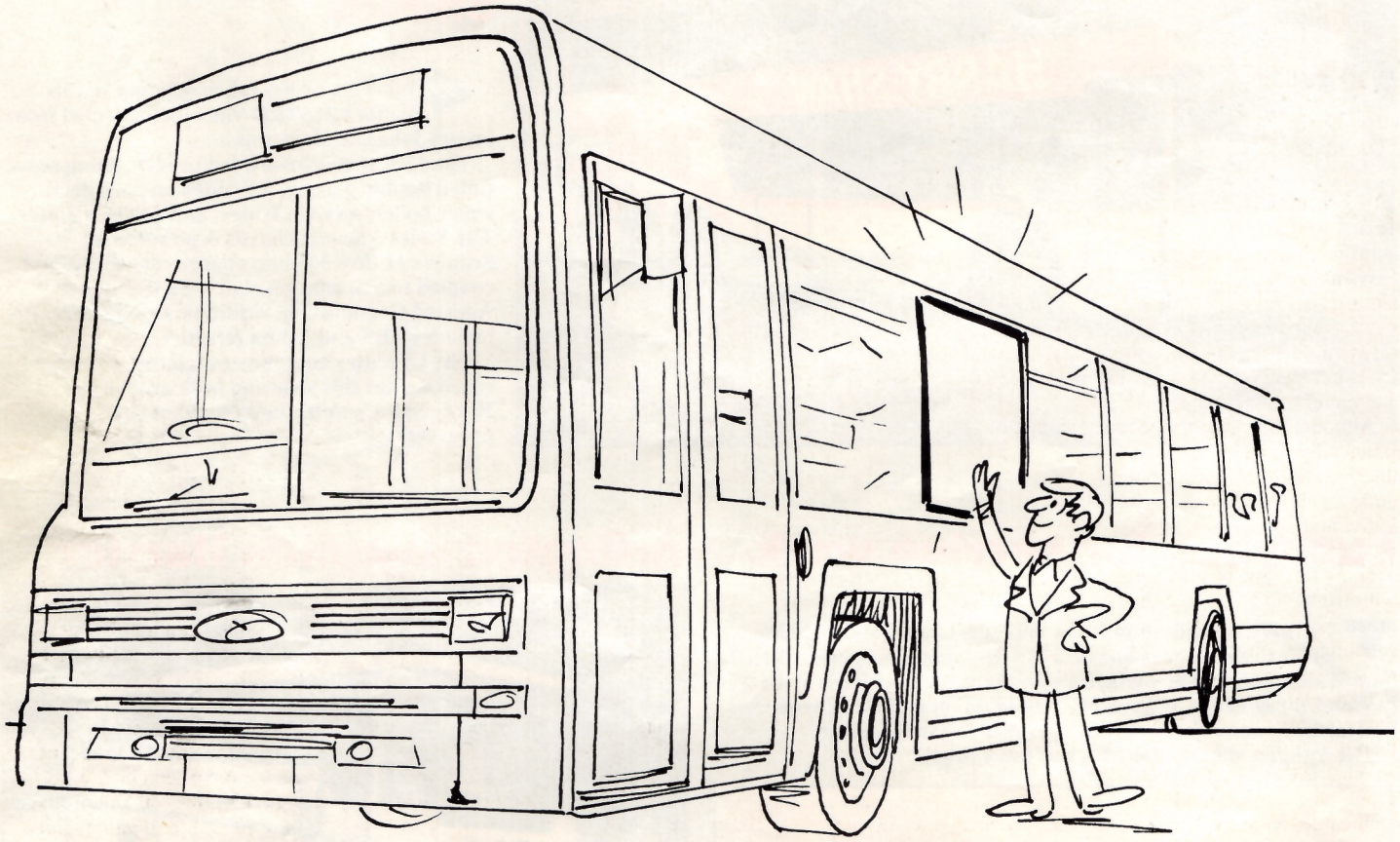
## Metrorider added to fleet

Nottingham operator Dunn-Line has added this MCW Metrorider to its 20 vehicle fleet.

The 26 seater is to coach specification with reclining seats, and curtains. It was acquired from Optare Ltd, after the Leeds bodybuilder had purchased the rights to the MCW product and surplus Stuart Johnson stock.

Equipped with Cummins six cylinder 'B' series 144 bhp turbocharged engine and five speed ZF Manual gearbox, it is the second vehicle of this type to be purchased recently by Dunn-Line for private hire and small group tours.

# GET STUCK IN!



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# Rocketing interest will hit fleets

IN OUR capital intensive industry the prospect of continuing high interest rates looks as if it will have a significant effect on vehicle purchasing decisions for 1990. For many of us it may be a (or should I say, another) year of make do and mend the existing fleet.

Although this may be the most financially prudent thing to do in the short term it is, nevertheless quite an alarming prospect for individual operators and the industry as a whole. For the average fleet age is advancing with frightening speed. The process of reversing this trend and catching up with a reasonable replacement programme is going to be a tough struggle, even when the economy is in better shape than it is at present.

What is true of the bus and coach business is equally applicable to the replacement of capital assets of any industry. Working with worn out equipment does not itself augur well for the long term national productivity and competiveness. Our new Chancellor says that if the treatment does not hurt, it is not working. I am not so sure that, in order to prevent consumers from living and borrowing beyond their means, it is necessary or desirable to jeopardise business replacements and development by the crude device of high interest rates.

Many may follow the lead of David Little of Annan and conclude that their capital will earn more in the bank than it does on the road or the factory floor. Who can blame them: at present interest rates, £50,000 - the price of no more than a good second-hand coach - will earn more than £450 each month if invested with almost any bank or building society. And that is tax paid, no work, no worry, no risk. Just draw the interest monthly and spend it!

It therefore seems to me that the Chancellor could adopt a far more effective way of limiting consumer spending: by simply increasing the rate of VAT. As this is recovered by businesses the burden would fall only on the end consumer. Not only would industry be better able to afford to replace plant and equipment, their costs and thus prices would be lower with, one would presume, benefits for the nation's balance of trade. There would also be a broad, community benefit. High interest rates do no more than boost the profits of the banks, but any extra yield from VAT goes direct into the Exchequer.

Is it too much to hope that John Major might yet switch to this simple solution and thereby save us from the prospect of running old decrepit and possibly less safe vehicles in the forseeable future?

## Strict safety limits

SPEAKING in the House on the current engineering workers' dispute, the Prime Minister observed, "Some of us work 39 hours in two days without complaining about it." Others of us, while not particularly wanting to work with quite her gusto, would welcome the opportunity of putting in more hours but are precluded from doing so by stupid EEC Social Regulations on Driving Hours.

If these limits on productivity were really designed to ensure public safety would they not embrace all occupations where tiredness put the lives or well being of others at risk? The medical profession, for example, works terribly long hours. Should there not be limits and some form of record keeping so that the public can be assured that the surgeon is reasonably wide awake as he wields the scalpel?

But, to return to my starting point, I do find myself wondering whether the Principal Officer of the State can really fulfill that onerous task properly with only nine hours rest in 48 when a mere coach driver is required to have at least twice as much? In recent times we have seen how a resignation, or even an unfounded rumour of insider dealing, can have effects which ripple round the entire globe. Should not those who hold the destinies of us all in their hands comply with the same social regulations on working hours as a driver responsible for no more than about 70 souls?

## Rate rises threaten coach parking

ALTHOUGH rates represent only a small percentage of my total outgoings, they are, nevertheless, a significant sum, any increase in which will have some impact on charging rates. I have therefore been trying, in vain, to get an indication from my local council of the approximate level of rates which will be payable next April when we move on to the Unified Business Rate (UBR).

A recent Parliamentary answer does, at least, tell us what the maximum increases will be for 1990/91. There will be a ceiling of 20% increase on business properties with a rateable value of £10,000 or more outside London (£15,000 in London). Below those levels the maximum increase will be 15%. In the absence of any better information, or at least until it is given; in costing for next year, I am fearing the worst and working on the assumptions that the maximum will apply.

At a more global level the UBR may result in some deterioration in standards and increases in costs of some of the facilities on which coach operators depend. This may be particularly noticeable in resorts where the local population is swelled by tourists. Already Ingomells, a seaside suburb of Skegness, is attempting to sell its entire sea front. The council claim that the way in which UBR will be re-distributed would result in unacceptable levels of domestic poll tax to provide for the cleaning and general servicing of the virtually non-rate producing seafront.

While domestic poll tax will remain with the collecting authorities, UBR will be pooled and redistributed. This redistribution may not reflect the cost of providing many of the services on which tourism depends - tree planting, flower beds, litter control and signposting being some of the more obvious examples which do not generate any direct revenue for the providing authority. There are also revenue earners: public toilets, museums and art galleries and public open spaces; plus the one which concerns me most - coach parking.

I fear that, in an attempt to recover lost rating to pay for the sort of free benefit items which I have listed above, we may anticipate increases in any charged facilities. In particular all parking charges could be set to rocket - and the standards of such facilities to deterioriate. This is a sad prospect indeed, not just for coach operators, but for the country as a whole: for tourism is a major revenue earner. I can only hope that same other form of funding may be made available to maintain the facilities which are vital for the continued development of the tourism market.

# NICE YEAR—

# SHAME ABOUT THE RATES

**Has the hot summer of 1989 been good for the coach industry or has it seen too many operators running too far on low rates? We've been seeking answers from operators round Britain and have picked up some contrasting responses. Mike Morgan, Mark Williams, Alan Millar and Verite Baker report.**

## South—turnover up, margins down

Most coach operators in the South gave a thumbs up to 1989 - and a thumbs down to the profit margins.

In general, turnover was reported to be better than in '88 but the cut-price cowboys - often selling excursions and tours through local newspaper companies - forced prices down. Some complained that they had up-graded their fleet with no gain along the bottom line because the customer wasn't comparing like with like.

As always, school bus work and stage carriage trade kept the cash flow going for some operators, while the tour and excursion business brought its own peculiar problems. In the main, operators said they'd seen a downturn in incoming work but fairly buoyant UK trade.

'On the whole, it was good year,' said David Stephenson of **W.J.O. Jennings of Bude**, in Cornwall. 'There was a surprisingly quiet period in July and August, and we lost one of our hotel contracts. Fortunately, we gained another contract.'

Stephenson said the interest rate increase had pruned the company's plans to buy two more coaches, and they would have to settle for one as things stand. Jennings was not the only company to have had a re-think, but Trurorian was pinning its faith on domestic work to justify its investment in two DAF Caetano 53-seaters.

'As a coaching season, it was the best for a number of years,' said David Rabey, a director of **Trurorian.** 'Transfer work out of London and day excursion business was particularly good,

**Buddens', Season fair, not marvellous.'**

and our limited local bus service went well. We were able to enhance that with a Rural Development Commission grant.'

**Dawlish Coaches** director Neil Tomlinson said the season had started on a low note only to finish on a high note: After the initial shock of the interest rate increases and the increased road tax, we had a better season than in 1988.'

Tomlinson had noticed an increase in foreign tourists in his transfer and day excursion work, but said the extra volume didn't necessarily mean increased profit: 'We were getting a better rate for our one-off jobs than for regular work. But while everything else goes up in price, people don't seem to expect the same of coach hire. I think an annual 10 per cent increase is realistic.'

Tomlinson is optimistic for 1990, and says some of the tour operators his company worked with have increased their programmes by 30 per cent.

John Baker, managing director of **Baker's Dolphin** of Weston-super-Mare, was also expecting great things after an exceptional year's trading: 'There's no doubt the area benefited from the weather, but hot weather isn't conducive to day excursions... holidaymakers then tend to stay on the beach.

'Both British and continental tours seem to be up by around 20 per cent, but contract work remained much the same. Our 40 travel shops did well and I'm delighted. At times of high interest rates, the advance income from them helps subsidise the coach business side.

Baker revealed his firm had gone for a substantial increase in tour work during 1990, but that he was a little apprehensive about the bold move. Apprehensive or not, he had planned to update his fleet with basic 53-seaters for British tour work.

**Melksham Coaches'** Andy Charlesworth had a different story; he's retiring after 10 years of trading: 'There are too many operators doing it for nothing,' he said. 'If I could find a buyer at the right price, I'd sell up.' Charlesworth's 35-vehicle operation saw a downturn in excursion work this season, while a small tour programme, contract and service work held up reasonably well.

At **Excelsior,** in Bournemouth, spokesman Graham McKeown said it had been a very successful year: 'At first, the British bookings seemed better, but later Continental bookings also picked up. The pandemonium at the airports helped sell mainland

**Exelsior began its good year with chairman Vernon Maitland taking its 500th Plaxton coach from Plaxton chairman David Matthews[right].**

# Midlands and the North—pity about the rates

**Bakers of Weston: Travel shops a boon.**

Operators across the north of England and the Midlands confirmed the opinion that 1989 has been a bumper year. Within a cross-section of operators consulted by Coachmart the recuring impression of 1989 is of an incredibly busy year, but with disappointing returns on capital.

Viewed in an atmosphere of high interest rates and increasing costs a retrospective view of the year presents a sobering base from which to plan for 1990.

Ken Smith, MD of **Smiths Coaches Marple** and BCC North Western Region chairman, said, 'It is getting more difficult every year'. He was referring to the amount of legislation being faced by the industry. Smith maintains that the testing laws need tightening-up saying 'It is down to interpretation....a lack of uniformity across traffic areas is the problem'.

Smith objected strongly to those operators who built up a bad maintenance record. He felt that they gave the industry a bad name. In particular he felt it was wrong for an operator who had its Operators Licence revoked to be able to set up again under a new name using another named person as the licence holder.

One recent trend noticed by Smiths has been that people are booking very late. However, the business had a successful year with excursions to conventional destinations such as North Wales and the Lancashire Coast. From a marketing viewpoint, Smith did say that the title of an excursion was all important. As an example he quoted a special excursion operated to a market in Dewsbury being publicised under the title of 'Dewsbury Market and Last of the Summer Wine'.

Another successful marketing strategy was to target pensioners by offering a pensioners' rate.

**Jones Executive Coaches** have generated successful business by specialising in the operation of high-specification coaches. Established in 1970 the Greater Manchester based company, has, according to Transport Manager Simon Jones, encountered a spiralling expansion of work in the football team market.

Two new vehicles have been added to the Jones fleet in the past 15 months, and pride of place goes to a 30 seat Van Hool/DAF executive which is primarily used by Manchester United first team. Other teams carried are Burnley, Blackburn, Altrincham and Chorley.

When asked about other aspects of his business Jones said, 'there is plenty of scope within the business/corporate market'.

One problem of high interest rates foreseen by Jones is one resulting from the wait for payment from the corporate market.

**Jones Motor Services of Flint** have a different style of operation from its English namesake. Alan Jones, a partner, told Coachmart that although the year had been very busy, he could not foresee the possibility of ever buying new.

The Welsh operator considered that the current high rates of interest were going to 'sort out the industry'. When asked about increasing hire rates Jones said, 'the prospects are nil'.

Cheshire local service operator, **Devaway** have recently been active acquiring second-hand buses to match success in the recent round of Cheshire County Council tenders.

**Fred Kirkham Coaches,** Accrington has no plans for expansion. Director Geoff Kirkham said, 'I'm glad I haven't got a garage full'. He maintained that with his fleet of four he had nothing to grumble about even though he had just lost a Lancashire County Council contract. Kirkham said, 'without contracts I have complete flexibility of operation, being able to choose the type of work done'. 'Some operators buy fancy ships and can't finance them'.

Referring to coaching rates Kirkham told Coachmart, 'rates are not going up with the increase in price of new coaches - they are too expensive'. Kirkham's operate private hire, excursions and own tours with its all Plaxton fleet on a mixture of Volvo, Tiger and Leopard chassis. Kirkham is very pleased with operational experience of this fleet and did not feel that present prices justified replacing 'the tackle I've got'.

Further north, Cumbrian operator **F W Stainton & Son** reported another very busy season. However, Stuart ▶

holidays. The customers were, though, much the same - mainly retired people.'

In Hampshire, **Fleet Coaches** director John Aldridge said his company had merely maintained the status quo: 'Some areas of business have been poor, some improved. We ran over 100 loads to London's theatre land to see shows such as the Phantom of the Opera. But we also had to cancel six excursions. Some of the tours abroad got repeat bookings.'

Another Southern operator said one of the big surprises of the year was a slack period in August... something which many operators mentioned. He said he's faced unfair competition from newspaper-run holidays, which used poor-quality coaches from operators who were willing to work at almost any price.

Simon Budden, of **Budden, Skylark** of Salisbury and Romsey, was a little disappointed, after 1988's 'hype.': The season wasn't as good as we had anticipated,' he said. 'There was a lot of enthusiasm in '88 which pushed some operators into a situation. In the event, the season was fair, but not marvellous.

'Our business has been on a growth pattern anyway for some years, and our season no longer ends in autumn,' said Budden, whose only hiccup, he said, had been the increased lending rate and the effect that had on everyone.

Roy Richmond, managing director of **Epsom Coaches**, rated his season a slight improvement on last year's. His company had seen improved profitability, and a notable increase in bookings for its extended holiday programme.

'It was a nice, easy season, at least,' said Richmond. 'The peaks and troughs we usually see in the incoming market seemed to disappear, but it has levelled out downwards due the state of the currency markets.'

At **Rambler Coaches**, of Hastings and St Leonards, partner Colin Rowland had noticed a downturn in the numbers of students being carried, and a greater number of retired people: 'As far as the types of business we did, there was a little more of everything... tours and hire.

'We had packed up excursions some time ago, then other operators who did this work died out, so we started it up again. It went well. Our tour programme was a success, too, with only one trip to Norway poor, the rest sell-outs,: said Rowland.

**Neil Tomlinson: A high note.**

Final word from the south comes from John Sawyer, managing director of **Blue Coach Tours** in the Channel Isles: 'Ours is probably a unique operation in the UK,' said Sawyer. 'Our coaches never leave Jersey, and are engaged mostly in sightseeing and transfer work. With a speed limit of 30 mph or less, and cheaper derv and road tax, there's probably no parallel on the mainland. If anything, our year-on-year performance shows a slightly worse year than last, mainly due to the hot summer which saw everyone staying on the beach.'

Stainton suggested that he would have a more realistic view of the year when his accounts returned from the auditor. Stainton said, 'We've been so busy that I should be over the moon'. However, he qualified this comment by saying, 'instinctively I feel that I've been running for rates that are too low'.

Stainton believes that the competition in the organised continental tours market is stronger than five years ago. This makes it more difficult to increase rates, but he said, 'if 1989 has not been highly profitable, then the option is to bring the rates up'. The Kendal based fleet was expanded to eight with the addition of a Volvo/Van Hool in August 1989 to cope with extra work. Although Stainton reported success in increasing local private hire rates he cautioned, 'losing work is easy - getting it back is much more difficult'.

On the other side of the Pennine chain another operator equally dependent upon contracts with tour companies told Coachmart that ski companies expected low rates for a job which was harder work. The school ski market is now regarded as polarised following recent Government rulings restricting school trips during term time. Effectively only three weeks are available for school ski trips and this North East operator believed that travel firms might 'feel the pinch'.

**Stainton's new Van Hool-bodied Volvo arrived in August.**

The same operator found it difficult to get into the own tours market. Cross channel shopping trips were not now justified because of the weight restrictions. He made an interesting observation over the growing trend by regional newspapers to advertise shopping trips. Coach operators find it very difficult to compete with the newspapers own advertising and conclude that they were subsidising the publishers costs' if they used the same 'papers to publicise 'own tours'.

Within a fleet that contained a high proportion of high specification coaches this same operator was receiving a lot of enquiries for small capacity - up to 24 seat - vehicles on Christmas party work. However, 'everyone rings for prices, then tries to knock you down with a lot of firms chasing business'.

Much further south the long established business of **Felix Bus Services** Ltd, Stanley near Ilkeston report a busy year. Running a mixed operation of four coaches on private hire/excursions and an equal number of service buses on its route to Derby, Tours Manager, Mrs Carole Middup identified the 'good weather' as being contributory to a successful year. She added, that Felix traditional seaside trips had been full to capacity with a high proportion of senior citizens.

Tour operator **Chameleon Travel Ltd** from Bilston, West Midlands had two perspectives on the issue of coach hire rates. Geoff Vaughan, General Manager said that whenever he quoted a price he stressed the high specification of his vehicles. When business is lost to a cost-cutting competitor Vaughan's experience was that, 'customers do sometimes come-back'.

Chameleon operate a small fleet of four similar specification coaches, but as tour operator it had a frequent need to hire-in to cover its nationwide operations. Vaughan said, 'rates vary between regions and during the winter rates accepted by some operators are low'. Wearing two caps as tour operator and coach operator it was possible for Vaughan to explain the ability of ski companies to drive down winter hire rates.

An observation from Vaughan about the effect of high interest rates was that 'people don't want to travel, but bookings are going well for 1990'. In conclusion Vaughan said that in 1989 the company had 'worked hard with an abundance of work in a very competitive market'.

# Scotland—many a mickle makes a muckle

FEWER American tourists came to Scotland this year, probably because they fear a repeat of terrorist attacks like the bombing of Pan-Am Flight 103 over Lockerbie last Christmas, but operators we spoke to generally have had a good summer, carrying more passengers and earning reasonable profits.

Some are worried that high interest rates will make it difficult for them to invest in the new coaches they want for 1990, but there is a healthy degree of optimism about prospects for the Scottish coach operators.

Only one operator we contacted took a gloomy view. One of the larger operators in the West of Scotland - he wishes to remain anonymous - put things bluntly. 'We've had a busy season working at the wrong rates,' he said.

He blames the situation on tour companies which want to hire new vehicles at the lowest possible rate, who commit operators to work at daily rates before settling the number of miles involved and who are prepared to accept lower standard coaches from companies prepared to work for lesser sums.

**Jimmy Wilson: Turnover and profit up.**

He added that price competition has reduced the attraction of operating tendered bus routes in Strathclyde. 'Those contracts are being done for worse rates than two or three years ago,' he claimed.

Price competition also means that he has to accept lower rates for private hire work. 'You can leave so much work because you're not prepared to work for low rates, but you have to take some.'

He fears for the future, especially if interest rates remain high. He may be unable to meet tour operators' demands for new coaches, but hopes that low demand might reduce the prices of new coaches for next year. 'We've been advertising vehicles for sale for the past few weeks, but few people want to buy them. It's the wrong time to sell.'

Despite that operator's gloom, and Little of Annan's decision to retire from a price driven market (Coachmart, November 2), we encountered a generally happy Scottish coach industry.

At **Allander Travel** at Milngavie, near Glasgow, MD Jimmy Wilson could reflect on a satisfactory year with turnover and profit both up on last year. Much of his incoming tourist traffic comes from Switzerland and matched expectations and out of 43 tours scheduled for the summer, only one was cancelled.

'Our own extended tours were somewhat disappointing. We tried to gauge this year's programme on what was successful last year, but that didn't work totally. We tried Skegness and gave Llandudno a second chance, but they were both disappointing. Torquay and Skye were our most successful destinations. Torquay was our life saver.'

He says the higher standard of coach operated by Allander on its extended and day tours - it aims to replace them every two years - means it must avoid cut-price competition. 'We've stopped trying to compete with others who work for low rates.'

The demise of the Cotter coach business in Glasgow has helped Allander pick up more quality private hire work. Wilson lists private schools like Kelvinside Academy and the High School of Glasgow among new customers. 'Because of the type of vehicle we operate, we've been picking up business customers like whisky concerns and the BBC orchestra.'

He bought three Ikarus-bodied Volvo B10M coaches and three Plaxton service buses this year and has no immediate plans to buy new coaches in 1990. A new contract with National Express might lead to his leasing a National Expressliner Volvo next year and he might buy a B9M if the price is right. 'We could use a small luxury coach in the Highlands.'

At **Dodds of Troon,** James Dodds said: 'It has been a good year.' Incoming trans-Atlantic tour traffic through Prestwick Airport was down on past years, but the home market was very strong.

'Blackpool has been a good ▶

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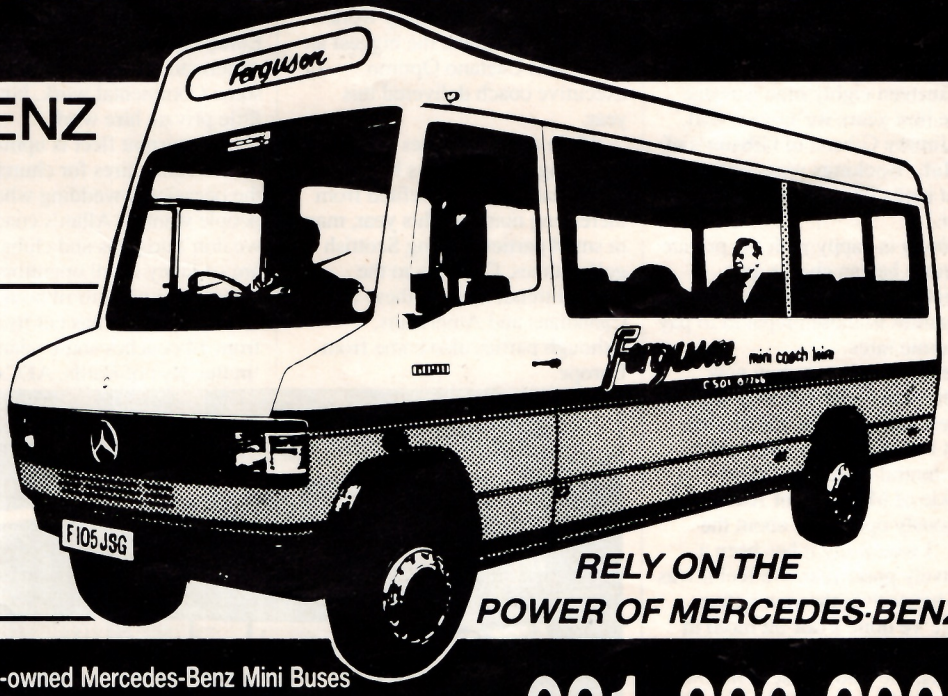


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end-of-season destination, but the big problem there has been a deteriorating standard of accommodation.' He said one hotel caused problems soon after it changed ownership in mid-season. 'To give you one example, a woman on one of our tours went out for a walk in Blackpool and came back to find someone else had been booked into her room.'

Tour customers who were booked out of another hotel after they found hairs in their breakfast were moved into another where the husband and wife proprietors disturbed guests with an overnight fight and where some found used contraceptives under their beds.

Dodds said York, Northern Scotland and Edinburgh were all popular destinations. The good summer may have helped, but he said there were many late bookings for September and October tours. 'The winter programme is holding up well,' he added.

Off-season revenue is helped by the company's express service commitments, mainly with Scottish Citylink on an Ayr-Edinburgh route and a Belfast-London service.

Interest rates are his biggest worry for 1990. 'We've sold four coaches and two or three others need to go, but the problem will be funding new vehicles for next year. We buy our coaches at present, but will look closely at other options. We can only hope that interest rates will fall.'

He believes that secondhand prices may fall and, having bought four one-year old Van Hool-bodied Volvos last year, might buy secondhand again.

'Nineteen eighty nine was one of the best years we've ever had,' said Jimmy Gibson of **Gibson's of Moffat.** 'Bookings were well up and it looks like 1990 will be better.'

Gibson is happy with the private hire rates he can charge and restricts his commitments to tour companies to those prepared to pay economic rates.

He has no plans to buy new coaches next year, but says high interest rates pose no threat. 'We don't borrow money. We lend it.'

In central Scotland, David Mackie of **Mackie's of Alloa** was cautiously optimistic about the year. 'I would say it has been a relatively good year. We feel it was a bit better than the year before.

'We've done a fair bit more in private hires and with incoming tourists,' he said. Most of the incoming business has been from West Germany, but there has also been an increase in business from England and Wales.

**Jimmy Gibson: "One of the best years."**

His local bus services have been developed since deregulation and, while not massive contributors, are useful cash earners.

His biggest cause for complaint is local authority school bus contracts. Price competition drove rates for these down by 30 to 40 percent between 1988/89 and the 1989/90 school year. 'We were doing a job worth £38 in July. The going rate is now £34, but it should be up to just around £40. How do other coach companies manage?'

Apart from one school baths run, Mackie has withdrawn from all of its education contracts.

The company has sold some of its surplus coaches, but high interest rates may put the brakes on new purchases for 1990. 'I am grossly unhappy with the further increase in interest rates,' he said.

'A very good year indeed. Tremendous.' That is the clear, enthusiastic view of Vera Joiner of **Strathmartine Coaches** in Dundee. Her company has been operating for 20 years and specialises in high quality work with small coaches, the biggest an 18/19-seat Caetano Optimo executive coach delivered this year.

While exchange rates depressed incoming tour business last year, Strathmartine has benefited from increasing numbers this year, many in small parties visiting Scottish golf courses. Contrary to the general trend, most of these are Canadians and Americans, although parties also come from Europe.

She also handles Scottish Highlands and Islands contracts for tour companies which are prepared to pay a good rate for the job. She believes there is less price competition in the small luxury coach market.

'We tend to say that's the cost. They say what they want and we quote for it. If you are able to provide the kind of coach they want, they will pay for it. Americans and Canadians are prepared to pay for quality.'

Winter revenue is helped by year-round contracts to carry elderly people to day care centres and by growing traffic from business and social club customers.

Enquiries are already coming in for 1990. The Open golf championship will be held at St Andrews, 14 miles from Dundee, next July, a month which traditionally is quieter for Strathmartine.

She also expects more business to the Highlands and Islands, especially to some of the smaller islands which have recently been added to Caledonian MacBrayne's ferry routes and which are best reached by small vehicles.

She shares the interest rate fears of the others. 'Interest rates worry me a bit. Until they drop a bit, we probably won't replace, but none of our coaches needs to be replaced.'

James Paterson, transport manager at **Allan of Gorebridge,** said it has been 'a fair year' for his Edinburgh-area company.

Incoming tours business from Europe has done well, but American traffic was down. It does some Continental work, but does little private hire work.

'Our current fleet is upmarket. We do some hires for churches or the occasional wedding where people want an Allan's coach, but we don't do pubs and clubs. There are so many small operators who can cut our price to ribbons.'

The company has cut its fleet from 14 coaches some years ago - 'in the days of Fords, AECs and Bedfords,' says Paterson - and works for agents prepared to pay good rates. 'We have a tariff sheet which we put out to agents. We have mileage, hourly and daily rates and go on the service we provide.'

Business has also been good for the two north of Scotland operators we spoke to.

At **Whyte's of Newmachar,** near Aberdeen, Ian Urquhart attributes increased business to marketing measures which have promoted the company's tours programme to a wider audience.

'Our business tends to be a small amount of contract work,a lot of private hire and the rest coach holidays. We thought business would be down on 1988 because of the Glasgow Garden Festival in 1988. We did a lot of business there and didn't expect to do so well this year.

'But it has been way ahead of last year.' He said the company joined ABTA last year and has benefited from being able to sell coach holidays through travel agencies spread between Morayshire and Tayside.

Whyte's operates tours in the UK, to Ireland, Belgium, Luxembourg, Germany and Austria. It adds France from next year and wants to expand the fleet for next year. It runs 12 coaches, most of them quality specification DAFs and Volvos, and four minibuses for school contracts and holiday feeder runs and wants to have three more coaches for next year.

'Interest rates worry everyone,' Urquhart said. 'But hopefully we should be able to cope.'

He says the company can command good rates for customers looking for quality coaches, private hire customers seldom want to pay good rates. 'They expect the best for as little as possible.'

In Caithness, Robert Dunnet of **Dunnet's of Keiss** has enjoyed good business on longer distance private hires, Continental tours and on Scottish tours. 'We draw in traffic from Orkney, Caithness and Sutherland and have handled incoming tours traffic from the Faroe Islands, taking ferry passengers on tours from Scrabster.'

Local private hire work is more price competitive. 'We quote for afternoon and evening work, but don't normally get it if the booking is based on price,' he said.

He likes to replace the oldest of his 19 coaches on a regular basis, but is worried about the current economic climate. 'High interest rates are putting us off buying new vehicles until after the new year.'

**Strathmartine's new Optimo came in a 'tremendous' year.**

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# East Anglia—demand flattens out

THERE is a mood of resigned acceptance of a flat, price driven market in rural East Anglia, with a thinly spread and increasingly car owning population offering little hope of growth at a time of high interest rates. The situation looks happier around Cambridge, one of the country's biggest growth areas.

The East Anglian problem was summed up by Dave Munson of **Beeston's of Hadleigh** in Suffolk who said: 'We're where the docks are, but not where the chimney pots are. We are offered work in Yorkshire and the West Country, where there are more chimney pots, but other operators there ought to be able to do those jobs for less than we charge.'

He said that 1989 had started well, with coaches kept busy on private hires, theatre and concert trips, but that business went very quiet from August and has shown no sign of picking up. He believes high interest rates are depressing demand across the whole economy.

Small operators, some owner drivers, others using part-time drivers or older coaches, do provide low cost competition, but Munson said they do not worry him unduly. 'I won't do work for nothing just to undercut the smaller operator. Good luck to them if they can do it.'

He prefers to be more selective. 'We give the service and the type of coach people expect. We don't put school buses on private hires.'

Munson said Beeston's would have no difficulty financing new coaches for 1990, if they are required, but he is holding back a decision while the market remains depressed. 'We are waiting two or three months before deciding if we need any. We are not ordering one or 20 coaches at the moment.'

In south Essex, Barry Osborne of **G W Osborne** at Tollesbury is concerned about the market, but is confident enough to be buying two new coaches next month and plans to buy two more in 1990.

He traded in two three-year-old Duple-bodied DAFs for two of Arlington's stock Van Hool T815 integrals. These executive specification coaches are his first Van Hools and will be used for private hires. The choice of the next two coaches will depend on the best deal he can secure.

Business this year has been flat, with less work available than in previous years, partly because of intensified competition. Pleasurewood Hills, near Lowestoft, was the most popular destination for coach parties.

**Kenzies: 'Almost daresay we've had an excellent year'**

Philip Bird of **Birds Coach Travel** of Hunstanton reckons 1989 was 'quite a good year'. 'We've not been busier, it's been about the same.'

His company avoids tour company work because of low rates and low price competitors prevent him from accepting all of the work available in the area.

Further north at Boston, Lincolnshire, Brian Hogg of **Hogg International** believes that the coach industry is in terminal decline, with rates being forced down by Government policies which encourage competition for local bus tenders and school contracts as well as for private hire and tour work.

Price governs business in his area, and, while he has stopped working for ski companies because of falling rates, he cannot ignore all low price work. 'We do odd bits for cut price when the vehicles are idle,' he said.

The mood around Cambridge, where the economy is booming, is brighter. Bernard Miller of **Millers of Foxton** experienced a fall in turnover after he gave up low rate tours work for companies selling holidays through newspapers, but believes that his profits have held up.

He has increased his own tour programme, adding Austria and the Rhine to his programme and increasing the number of Scottish, Devon and Cornwall tours, and has also built up his tendered and commercial bus commitments in Cambridgeshire and Essex. He won a Cambridge park and ride contract previously held by Cambus, the local ex-National Bus Company operator.

Like others in the area, he has had to take drastic measures to recruit drivers. 'We've imported some from northern parts where unemployment is higher. We got them accommodation, with some sharing, perhaps renting between four, and some have now brought their families with them,' he said.

He bought 13 new coaches and buses in 1988/89 and, regardless of interest rates, reckons he will not need to buy more next year. 'Obviously, interest rates are something we have got to watch carefully,' he said.

'I would almost dare say we've had an excellent year,' said Cyril Kenzie, whose Shepreth-based **Kenzies Coaches** business operates at the quality end of the market around Cambridge.

'We're still quite busy. Armistice Day is when we begin to wind down,' he said.

Incoming tourist business from America picked up during the summer and Kenzie's own tours were fully booked.

Like Millers, he said there was no great problem with price competition. 'I think you get it in every area, but there is demand here for good vehicles and good service. People who ring around for prices and are looking for the cheapest are not generally very good customers. We can do without people who are looking for two days for the price of one.'

He is more concerned by rises in fuel and vehicle prices than by high interest rates and expects to buy some new vehicles.

# Wales—tough time for tours

IN SOUTH WALES, operators had a tough time competing for business, which nibbled at profit margins.

Tough as it was, the summer of 1989 saw a steady improvement in volume, with only the occasional blip - August again proving mediocre - to mar an otherwise good season.

'There was no sense of urgency all summer,' said Bill Clarke, general manager of **Hills of Tredegar**. 'There was no bite in business and the season tended to trundle along. Things would have been better for us had the dollar and pound had a better year, but the dip in business in August can almost certainly be put down to fewer American tourists.

'Oddly, everything picked up in September and October. In some areas of tour work, this gave an overall 20 to 25 per cent increase in turnover,' said Clarke. He expected Hills to be looking at an expanded UK short break programme in 1990, and the fleet to be updated with a further six vehicles equipped to full touring spec.

**Davies of Pencader** saw a definite improvement, said managing director Dewi Davies. The improvements were chiefly in tours and private hire: 'We've had to stick to our guns as far as prices go,' he said. 'Some people have complained about increased rates for hire but most have understood the problem when it has been explained.'

**Hills: Season trundled along.**

# London—parking is at a premium

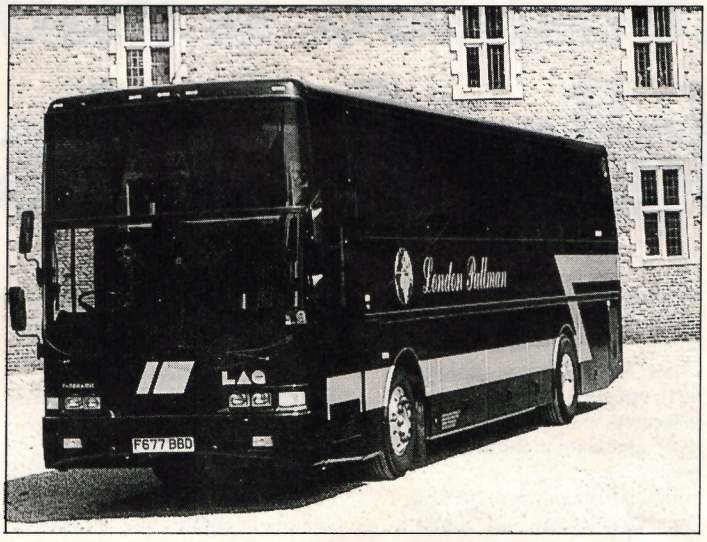
MANY coach operators in London say driving around to find parking space has been the main problem this summer. London's roads are getting clogged up with cars, and coach drivers say that by mid-morning most passengers would find it quicker to walk. In 1974 average traffic speed was 14 m.p.h.; today it has slowed down to 11 m.p.h.

Keith Myers, Chairman of the London Tourist Coach Operators Association, and many of the coach operators working in London, say they have given up counting the meetings they have attended this summer trying to resolve the problem of putting quart sized coaches into pint sized parking areas.

In London, residents associations are all-powerful; not a bad thing, as they have to live in the place, pay the rates and support the tourist infrastructure in the winter. They tend to see coaches as undesirable, and whatever Tourist Board surveys may tell us about residents liking tourists - yes they do like them, are pleased to welcome visitors, as long as their coaches don't want to park outside their front door. The London Tourist Board could build bridges between residents and coach operators, but when they ran a conference on the LTR's vision for London in the future, residents associations were welcome to attend and see what the tourist industry proposed doing to THEIR city - provided they paid the high entrance fee!

Several operators contacted were still smarting over their coaches being clamped this summer, as they say there is nowhere to park. It has been suggested that they should make contact with The Chelsea Society, the Belgravia and the Mayfair residents' associations and start talking about the benefits coaches bring to London. However, they must be sure of their facts. Jane Crossthwaite of the Beauchamp Place Association was the instigator of the ban on coaches using her street, as she did a survey and found not one of the 40 footers shaking the foundations of the 18th century houses was actually stopping to allow passengers to buy goods. So coaches are banned from Beauchamp Place.

However, the tourists are still coming, and most operators have made up the short-fall in the American market by being booked for Japanese and Far Eastern groups, Chinese speaking nations and Koreans.




**Top quality luxury coaches were kept busy in London.**

**Myers** said one problem posed by the Japanese was their demands for large luggage space, and a limit had to be put on **Ralph's Coaches'** 35 seaters of 23 passengers because of this baggage problem.

The Japanese in particular are good customers because they use coaches right through a 15 hour day. A typical hire could have the driver picking up from the 0530 JAL arrival at Heathrow, then to Windsor for breakfast and into London for a full day sightseeing. After an early evening meal the group then transfer to Heathrow to catch an evening flight to stay the night in Paris (London hotels being seen as too expensive). All this after a long flight over the Pole - no wonder the drivers say their passengers sleep round London.

One driver told of the Japanese guide bringing his group out to the coach at Heathrow - no luggage, as obviously the group were just transferring. Off they went and did the day's sightseeing, and at the end the driver asked what time was the return flight?

"Go to Piccadilly Hotel" he was told.

"But we don't have any luggage."

"No luggage? Quick, quick - to the airport."

Off they drove, rescued the bags from lost luggage, and raced back to the hotel. When they arrived the Japanese escort woke up, wakened his group, and commended the driver and guide for such a long sightseeing tour.

**Travellers Coach Company** was started to supply high quality coaches for American incoming tours, but for the past three years they said they had experienced a down-turn in the American market - again made up for by Japanese and other Asian groups. They find Japanese bookings are steady throughout the year the only month they have off is February.

Several operators pointed out that there is only one problem with Asian groups; they tend to stay in London, only venturing out for day trips. Therefore, where once the London coach operators could see a tour off around Britain and know there would be no parking problems for 14 days, now the coaches grind their way round and round London, using up more fuel, and incurring parking charges and fines.

Other companies said that they had seen an increase in the number of student groups both from America and European countries. As they were contracted by the incoming tour operators the price was the same whatever type of client filled the seats, and now student group leaders were demanding the higher priced vehicles with air-conditioning.

**Birds of Lincoln's air conditioned Setra kept the company busy in London this year.**

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# Maintenance trouble for Alder Valley & Berks Bucks

THE associated Alder Valley Ltd and The Berks Bucks Bus Co Ltd have appeared at a Camberley public inquiry, before the South Eastern Traffic Commissioner, Brigadier Michael Turner, as a result of problems over the maintenance of their vehicles.

The Commissioner has reduced the duration of the PSV operator's licences held by both companies by a period of three months, and in addition has banned Alder Valley from registering any additional local services for a four month period.

At the outset, Mr Barry Prior, for both companies, said that an application by Berks Bucks, to increase the authorisation on its licence from 230 to 260 vehicles, had been withdrawn.

Mr Ronald Dixon, Yeading District Manager of the DoT's vehicle inspectorate, said that the company's depots were visited after a special investigation was raised. At Bracknell, 45 vehicles were operated. Six vehicles were inspected, selected at random, and three delayed prohibitions and one defect notice were issued. Maintenance at that depot was considered satisfactory.

At High Wycombe, 51 vehicles were operated. Five vehicles were inspected. An immediate prohibition was issued, endorsed "neglect", after 10 out of 10 wheelnuts were found to be finger tight; plus two delayed prohibitions and four defect notices. On some of the inspection records defects had been ticked as rectified when in fact they had not been repaired.

Maintenance at that depot was considered unsatisfactory. At Maidenhead 42 vehicles were operated. Five vehicles were inspected. Two immediate prohibitions and four defect notices were issued. One of the vehicles attracted an immediate prohibition only two days after its routine inspection by the company. Periods between inspection had been extended beyond the five weeks or 5,000 mile period the company was using. Maintenance was considered unsatisfactory at that depot. At Reading 44 vehicles were operated. Ten vehicles were inspected, and one delayed and two immediate prohibitions issued.

Maintenance was in general considered satisfactory at that depot. At Baughurst 20 vehicles were operated, most of which had been taken over from Whites Coaches. Seven were examined and two immediate prohibitions, marked "neglect", and four delayed prohibitions were issued.

All the vehicles had been inspected by a freelance fitter prior to the vehicle examiner's visit. Not all the inspection records were available. Maintenance at that depot was considered unsatisfactory. At Newbury 36 vehicles were operated. Seven vehicles were inspected and three defect notices issued. Maintenance at Newbury was considered satisfactory.

In general, the maintenance period should be sufficient to keep the vehicles in a satisfactory condition, said Mr Dixon. The problem would appear to be a lack of adequate supervision to ensure that the inspections were carried out properly and that repairs were properly undertaken. The ratio of fitters per vehicles varied between one to five and one to 10 at the various depots.

In reply to Mr Prior, Mr Dixon agreed that the annual test preparation of the vehicles at High Wycombe, where the ratio was one to 10, was carried out at Maidenhead, where the ratio was one to five.

Vehicle examiner Mr Michael Culver said a fleet inspection of the vehicles operated by Alder Valley had been carried out in May. Maintenance at the Aldershot, Cranleigh and Woking depots proved to be satisfactory. At the Hindhead depot 41 vehicles were operated. Four vehicles were examined. Three received immediate prohibitions and one a defect notice.

A Dodge minibus was given an immediate prohibition for a serious brake fluid leak. That vehicle had covered 912 kilometres since being inspected two days previously, and in his opinion the defect must have been present to some degree at that inspection.A Leyland National given an immediate prohibition listing five defects had been inspected six days beforehand. Again, four of the items, in his opinion, must have been present to some degree then. A Bristol double decker given an immediate prohibition had last been inspected on March 23rd.

Six Hindhead vehicles were inspected during a spot check in October, and three delayed prohibitions were issued. The other two vehicles were clear of defects.

The inspection records showed periods varying between four and 16 weeks, and between 3,116 and 12,428 kilometres, between inspections. Details of defects were not recorded and not all the

**Len Wright: Steps to improve standards of maintenance.**

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**WEEKLY REPORT ON LAW AND THE COACH OPERATOR**

**By Michael Jewell**

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items in the PSV Testers Manual were covered. Mileages were not always shown. The facilities and staffing level at Hindhead were satisfactory.

Questioned by Mr Prior, Mr Culver agreed that overtightening could have caused the brake fluid leak on the minibus, but he said that the pipe had been all covered in dirt and had not shown any signs of having been worked on. He agreed that the inspection record for the vehicle inspected two days before being prohibited showed considerable work having been carried out. He had not checked when the third vehicle was due to be inspected, said Mr Culver. Though he accepted that it was not a high mileage for a six weeks period, it all depended upon the usage, as "stop, start" operations wore the brakes out. He agreed that the vehicle that went 12,000 kilometres between inspections had done so in the period before the present owners took over.

Mr Prior said that it was a little unfair to use that as an example, as it was down to the previous owners of the company. Criticism about the type of record sheet in use had been accepted, and a new sheet had been introduced and was in use throughout the Group.

Mr Len Wright, managing director of both companies, said that he had set up Len Wright Travel in 1976, and by 1985 he had been operating 50 vehicles. He subsequently formed Q Drive Ltd in conjunction with David and Lynn Stewart. Q Drive acquired Berks Bucks from National Travel as part of the privatisation exercise. National Travel had retained the ownership of the Maidenhead depot, though giving them security of tenure until September 1988.

Maidenhead was a valuable engineering resource, with seven inspection pits, and it was an immediate priority to acquire a new centre for the Maidenhead operations. A new depot at Maidenhead was occupied in November 1988, but it was not fully operational until February 1989; some £1.4 million in investment costs having been incurred. During the intervening period, considerable disruption was caused to operations through having to transfer staff and vehicles to other depots.

In March 1988 a totally unforeseen problem arose, in that the Newbury depot suffered an arson attack, said Mr Wright. That led to the loss of 23 vehicles and the total destruction of the workshop facilities. Temporary premises were obtained, but in the short term the company lost the maintenance facilities and parking for 35 vehicles. The insurance company felt that the depot was repairable. However, the Group did not believe that would result in satisfactory engineering facilities.

**Andrew Braddock.**

Consequently, they decided to demolish what was left at Newbury and build a new purpose built depot. That did not become usable until July 1989, and it had cost around £625,000.

In November 1988, Q Drive acquired the assets, liabilities and goodwill of Alder Valley (South) Ltd, and a new company, Alder Valley Ltd, was formed. At the same time the Alder Valley Engineering company, which had carried out the maintenance of the Alder Valley vehicles, was acquired. There was a reorganisation, which brought the engineering function back within the operating company, and depot engineers were appointed at each depot.

Mr Wright said that it was fair to say that prior to 1986 the National Bus Co had allowed its vehicle replacement programme to lapse. Q Drive inherited a fleet in both companies that had a greater age profile than was desirable. Since then Berks Bucks had acquired five Leyland Olympians, at a cost of £412,400; four Leyland Lynxes costing £335,000; 10 Mercedes midibuses costing £380,000; and 10 Volvo coaches costing £900,000. Alder Valley had acquired 10 Olympians, costing £840,000; and nine Iveco minibuses costing £269,000. Just over £2 million had been invested in new depots at Maidenhead and Newbury and during the last 15 months £33,000 had been spent on engineering equipment.

He was confident that the steps taken had already shown, and would continue to show, an improvement in the maintenance of the vehicles. He felt that they would see a continuing improvement in standards.

Mr Wright said that in the year ended December 31st 1988, the Q Drive Group had a net worth of £3.123 million, including reserves of £2,778,000. It had shown a trading profit of £725,000, with a net profit before tax of £643,000.

In May 1989 a receiver was appointed in Whites Coaches, of Baughurst, and the company was about to cease trading. Q Drive negotiated with the receiver, and acquired the goodwill and some of the assets. Application was made by Berks Bucks for an additional operating centre and vehicles to cover Whites' contractual obligations. However, since May they had discovered that the facilities, staff and vehicles left a lot to be desired. As a consequence, a decision had been taken to close down Whites Coaches, and the application for the additional operating centre and vehicles had been withdrawn.

Mr Richard Soaper, director and general manager of Alder Valley, said that the morale of the engineering staff had fallen when the previous owners hived off the engineering function into the engineering company. Their morale had improved once they were back within the ambit of the operating company. They had had to revise the disciplinary procedure in relation to the engineering staff, and they were still in the process of refining it. The depot engineers and chargehands were not in the same union as the shop floor staff, so the command structure was a real one.

A fleet examiner had been appointed, who was responsible for ensuring that engineering standards were maintained, and they were currently advertising for an engineering supervisor. The company required the whole of the 176 vehicles currently authorised on the licence.

Mr Andrew Braddock, director and general manager of Berks Bucks, said that in preparation for privatisation the Thames Valley company had been split into two, Alder Valley (South) and Alder Valley (North). The latter company's name was subsequently changed to Berks Bucks.

An operations engineer had been appointed who reported direct to the chief engineer, and

# Licence curtailed and duration cut

THE vehicle authorisation on the PSV operators licence held by Omdrive Ltd, of North Harrow, has been cut from five to one, by the Metropolitan Traffic Commissioner, Air Vice Marshal Ronald Ashford. He has also prematurely terminated the licence, so that it now expires at the end of the year.

The company, of 65 Northumberland Road, holds a standard international licence. It was called to a London public inquiry because of uncertainties over its ownership and the operation of its vehicles.

The Commissioner was told that the sole director of the company was Mr Harkant Nathvani. Evidence was given that Thandi Coaches Ltd had entered into an agreement to purchase Omdrive Ltd but that the sale had fallen through. Litigation concerning the sale might well be commenced in the courts.

In his decision, Air Vice Marshal Ashford said that he found that the ownership of Omdrive Ltd was in dispute and that a material change had occurred in the circumstances which had led to the granting of the company's licence. He could not determine who was currently responsible for operating the five vehicles authorised to the company, and that was unacceptable.

In curtailing the licence, Air Vice Marshal Ashford directed that the existing licence and licence identity discs be recovered by the Department of Transport traffic examiners.

the depot engineers had ultimate disciplinary powers, including dismissal. Allowing 20 per cent for vehicles being serviced and maintained, etc, the company required the full authorisation of 230 vehicles in order to meet its commitments.

Mr David James, chief engineer of both companies, said that they were currently advertising for an operations engineer for Alder Valley. The appointment of the operations engineer would give him greater feedback, knowledge and information. A computer system was being introduced covering vehicle maintenance, vehicle profiles, engineering spares and engineering generally. It would identify which vehicles were doing extended mileages, and forecast the maintenance requirements.

Because of the different pattern of operations, the Berks Bucks inspection period was five weeks or 5,000 miles, and the Alder Valley period six weeks or 5,000 miles. His requirements in relation to expenditure on maintenance had never been refused by the board.

Each vehicle carried a daily defect card. However, the problem with drivers reporting defects was that they could point the engineering staff in the wrong direction on occasions. That led to friction. He preferred drivers to describe faults, rather than to try and diagnose them.

There were problems in getting fitting staff in the south east. When they took over Alder Valley in November 1988, the morale at Hindhead was particularly low. The system had been reorganised and they had embarked on an advertising campaign. They had been successful, but it had taken time. Additional equipment had been put into Hindhead, including an electric hoist costing £11,000. The shift pattern had been altered, the staff were being sent on various courses, and the supervision had been improved.

Mr James said that the engine of the prohibited vehicle that had had considerable work carried out on it had since been changed. The vehicle last inspected in March had only done just over 3,000 miles since its annual test, and had in fact been scheduled for inspection that week. That would have been within the six weekly cycle. A number of the defects found on various vehicles could have arisen between inspections.

He had been very disappointed by the results of the October check. However, all three prohibitions had been delayed for nine days, so they were not critical, and the defects might well have been picked up by the drivers.

As far as Berks Bucks was concerned, one of the Newbury vehicles had been prohibited for damage directly attributable to vandalism. Another of the vehicles had had a new engine for only six weeks, and it had been returned to the manufacturer for repair under warranty. The vehicle overdue for servicing had been off the road for 10 days.

Mr Prior said that there was no evidence of asset stripping for short term profit. The matter had been taken seriously by all the directors and steps had been taken to put the situation right. It was regrettable that the situation had arisen, but every step possible was being taken to prevent it happening in the future. The two fleets had an older age profile than was desirable, and the Group were pressing ahead with a programme of replacement.

Dealing first with Berks Bucks, Brigadier Turner said there had been eight delayed and nine immediate prohibitions imposed on the company's fleet, after a relatively small number of vehicles had been checked. Five of the immediate prohibitions were endorsed "neglect". The statement of intention that the vehicles would be kept in a fit and roadworthy condition, made when the licence was granted, had not been entirely kept. The situation had to be set in context. The fact was that road safety was of paramount importance. Nine vehicles had had defects that had made them immediately dangerous to the public. Those were nine lethal weapons that could have been let loose. However, he had to take into account that some of the prohibitions were not due to neglect, the total size of the fleet, the recent history of the company, and in particular the sad state of the Baughurst depot.

It was still a worrying state of affairs and he had to consider whether the company could cope with the vehicles it was operating. He also had to consider the penal aspect of the Act.

Brigadier Turner said that he had taken account of the company's attitude to the problem, that the company had recognised the problem and that the directors were committed to rectifying the system so that it did not happen again. They had accepted that standards were not high enough and had done something about it. In general, he was satisfied that Berks Bucks could cope with its existing fleet. He would not have been happy about additional vehicles. Baughurst was a sad story, and he was happy it had been dropped out of the system. He felt that it was necessary to impose some sort of penalty, as a firm warning. If matters were not put right, and kept right, stronger action would follow.

Turning to Alder Valley, Brigadier Turner said the problem was really limited to one depot. Three immediate prohibitions had been imposed out of a small number of vehicles checked, and there were a number of other problems as well. He had taken account of all the explanations given. However, what concerned him about the situation was that a further check in late October resulted in another three prohibitions. Though those were delayed prohibitions, they showed that there were still weaknesses in the system. Consequently, he still had reservations about the ability of the company to get it right at Hindhead. Placing a condition on the licence that for a period of four months there be no additional registered services taken on by Alder Valley, would give the company a breathing space in which to consolidate.

Finally, said Brigadier Turner, because of the decision in the appeal case of Hastings & District, he did not think that it would be appropriate to grant a stay in relation to the condition he was imposing on the company's licence.

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**WEEKLY REPORT ON LAW AND THE COACH OPERATOR**

**By Michael Jewell**

# Sealandair licence renewed

**Though renewing the PSV operators licence held by Sealandair Coaching Ltd, of West Bromwich, in respect of 14 single deckers, the West Midland Traffic Commissioner, Mr John Mervyn Pugh, has refused to allow the company to increase the period between inspections from two to four weeks, at least for the time being.**

**In March, Sealandair was required by the Commissioner to inspect its vehicles every two weeks, and the duration of its licence was cut so that it expired at the end of September, after maintenance problems led to the company's appearance at disciplinary proceedings. (Coachmart, April 6th.)**

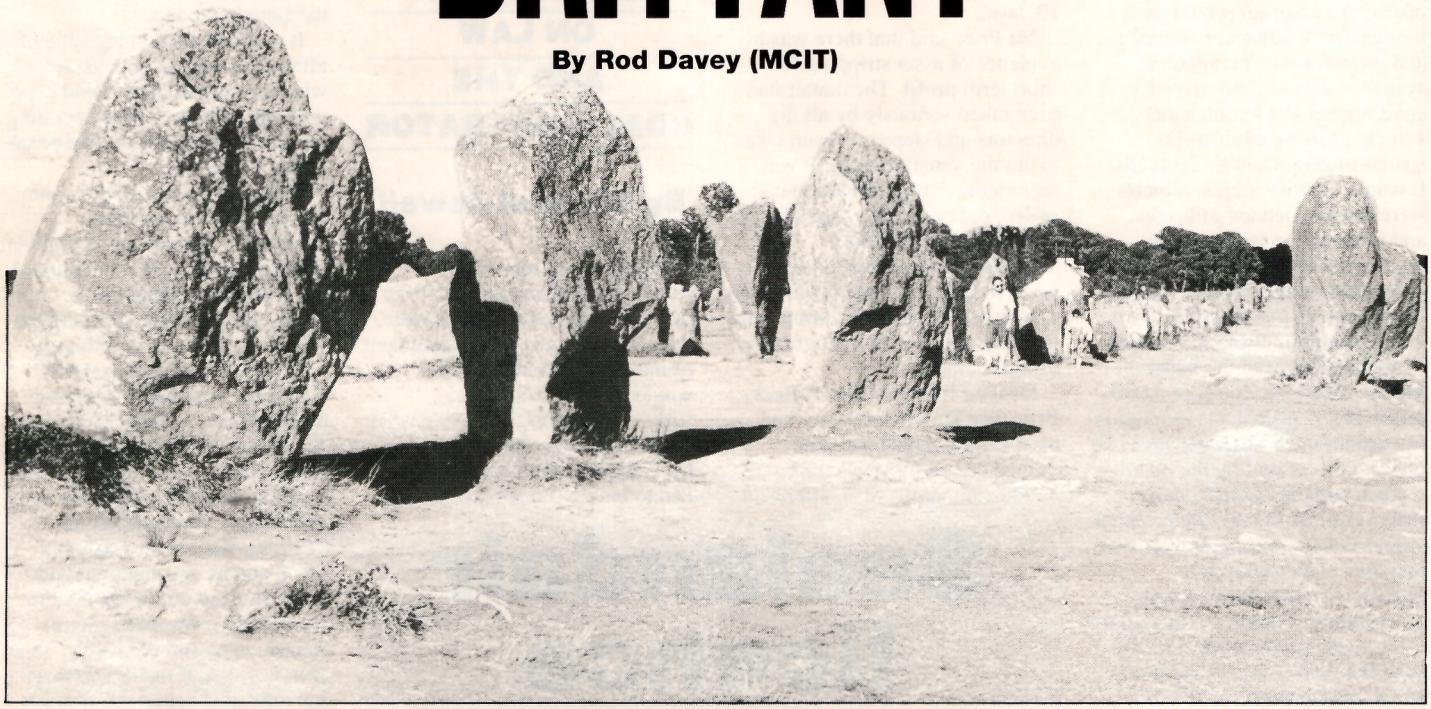
**When Sealandair sought renewal, at a Birmingham public inquiry, managing director Mr John Burns said that the fortnightly inspections were creating a lot of work. The company had 14 vehicles and there were only 10 working days in a fortnight. The company had appeared before the Commissioner in March because of an adverse test report resulting from a member of its staff who had not done his job. The person concerned had been dismissed and he did not see why it was necessary to continue with inspections at intervals of two weeks. He felt that a four week period would be perfectly adequate.**

**Evidence was given by a vehicle examiner that the company's vehicles were in good condition. The majority of the vehicles were being inspected every two weeks, but not all of them.**

**Renewing the licence for the full five years, Mr Mervyn Pugh said that he was not happy about the inspections returning to a monthly basis. He required the company to continue inspecting its vehicles every two weeks for the next four months, pending a further report from the vehicle examiner. If the vehicle examiner was happy, the company could then apply in writing to go back to monthly inspections.**

# THE 'BIARRITZ' OF BRITTANY

By Rod Davey (MCIT)



'These are big stones' was the hypothesis of French literary giant Gustav Flaubert when confronted with the mysterious megaliths of Carnac.

**This week Rod Davey continues his tour of Brittany and heads for the fashionable seaside town of La Baule and the lower Loire - but only after he discovers many other chic resorts and the megaliths of Carnac.**

Heading inland and south from Pointe du Raz, I was ready to spend two nights in La Baule and a lazy day on its chic beach. However, my journey there uncovered many other Breton resorts of potential interest to the UK coach tour operator.

Inland at Audierne, the site of a convenient overnight stop at the Roi Gradlon Hotel with 36 rooms, I drove down the coast road to Benodet - a small swish resort facing south. Benodet has an extremely pleasant beach and there are lots of medium sized hotels in the resort itself - although any overnights here would probably mean splitting the party into two.

There is what is described as a 'picture postcard' marina on the Odet Estuary - with attractive seascapes viewable from the lighthouse, along with views of the banks of the Odet and the Cournouaille Bridge.

Concarneau also has delightful beaches and a thriving tourist trade. However, it is an ancient city and is very much a working town with a busy trawler industry. The boats leave for two weeks at a time and fish the waters off the Scottish coast - as well as Ireland and catch tunafish in African waters. In fact, the town boasts the biggest tuna catch in France along with the third largest landings of fresh fish generally.

Near to Quimper and Lorient, the resort features many attractions worthy of a visit. Situated on a small island, the Ville Close (walled town) was fortified in the 14th and 15th centuries - with further fortifications added in the 17th century. It is illuminated in the evenings throughout the summer season.

There is also a fishing museum, a nautical exhibition at the Maranium near the yacht harbour and tons of fish are unloaded at the fish auction throughout the night.

An interesting diversion for your coach party, and a highly recommended way of splitting up your coastal tour, would be a shopping expedition in the large bustling port town of Lorient. If a courier was present on the tour, this could be tied in with a passenger ferry trip across the Blavet Estuary to Port Louis. The ferry fare costs FF20 (£2), and the shopping trip would give your driver ample time to reach the other side along the D781.

Lorient was founded by the French East India company three hundred years ago - and its name stems from the original Port de l' Orient (port of the east). The company needed more warehouses and dockyards, and the town now has no less than four harbours.

The town is also suitable for an overnight stop, with many hotels of every shape and size. With 59 rooms, the Terminus et Gare on the Rue Beauvais may be thought suitable - and may be booked via Inter-France Resevations.

Although still on the coast, Carnac is a famous for its enigmatic megaliths. These are on a site outside the town appropriately referred to as 'Les Alignements' - and are a series of lines of parallel standing stones dating from the Middle Neolithic Period. The more recent ones have been dated from the Early Bronze Age, over two thousand years before Christ.

There are nearly three thousand such 'menhirs', with nearly as many theories regarding their origin. One hypothesis states that the stones were lined up to ▶

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**1982 'X' reg BEDFORD YNT Plaxton Supreme V,** 53 seats, 4/90 Test Certificate.
**1981 'W' reg BEDFORD YNT** Duple, 46 reclining seats and spare set of 49 fixed seats, current test certificate.
**1982 LEYLAND TIGER Duple Goldliner,** 46 seats, d/glazing, toilet on saloon floor, current test certificate. Choice of two.
**DAF MB.** 'C' reg 85/86, Berkhof, 49-53 seats, sunken toilet at rear, automatic gearbox.

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## TOURISM IN BRIEF

■ THE THAMES Barrier makes an unusual excursion destination for operators outside of London, says the National Rivers Authority.

Few non-Londoners have seen this tide barrier, which superficially resembles a series of Sydney Opera Houses stretched across the tideway. Its purpose is to prevent flooding when high flows of the river coincide with spring tides.

According to the NRA, the visitor centre is worth 1 hours, and includes a complete audio visual display narrated by actor Robert Powell. A 25-minute boat cruise and visit to the Craft Centre of Silk complete the package. Coach parking is free.

Entry to the complete package costs #3.05 at group discount rate, and booking is through the Thames Barrier Visitor Centre's Georgina Roberts on 01 854 1373.

■ THE DEMISE of the GLC has left London without a 'Mr London', says London Tourist Board's managing director Tom Webb.

'Lack of public spending in a number of areas means that our standards are falling, but London must match the standards of other European cities,' commented Webb in the LTB's magazine London Log.

'Where is our Ed Koch, our Jaques Chirac? The city itself needs an adequate planning framework and proper investment in public services,' he says. Coach operators faced with lack of corporate responsibility for parking in London must echo his sentiment.

**■ SHORT breaks on P & O's Portsmouth ferries are easily chosen from the Short Trips to the Continent brochure.**

**Nine new French destinations are listed together with a wide range of existing breaks. Get a copy of the brochure from travel agents or P & O at Peninsular House, Wharf Road, Portsmouth PO2 8TA.**

■ OSTEND'S independently-owned hotels have appointed Golden Gateways of Tunbridge Wells, to handle all UK promotion, information and bookings.

Marketed as Success Hotels of Ostend, the accommodation is all near the Ostend Casino and can cost as little as £10.35 per night, bed and breakfast. 'Phone Karen Watkins, on 0892 511808, for details.

▶ correspond to specific dates of sunrises and sunsets - linking the menhirs to religious worship of the sun. However, perhaps one of the most ridiculous notions was the idea that the stones supported a roof of a huge building covering many acres.

French literary giant and playwright, Gustav Flaubert, is recorded as having the most sensible thing to say about the megaliths, according to the French guides at the site. No doubt after a pleasant lunchtime session, he said: 'These are big stones'.

However, work at the site has its serious side - like the National Trust's problems with its areas of natural beauty on this side of the channel, there are just too many feet. Some of the stones have eroded down to small sizes and are quite fragile. So French archaelogists are fencing the odd ones off and replanting with moorland shrubs to rectify the damage.

To the French they are as mysterious as our Stonehenge - if not quite as clever.

The town itself, overseeing the sheltered beaches, is just as interesting to the rolling stone - with 17th century churches, a prehistoric museum and the St Michael Tumulus. The latter is a large burial chamber from 3000BC with a chapel built over it.

Despite such delights on the way, the Brittany seaside resort of La Baule cannot be bettered. And here is all the nightlife, with bars, casinos, clubs and cinemas, one could possibly wish for in southern Brittany. In fact, it is the most popular seaside town in Britanny and is regarded as being on a par with such fashionable centres as Royan and Bairritz - the other popular resorts on France's Atlantic Coast.

**Wonderful sandy beaches dot the coast down to Lorient and La Baule- this one is at Concarneau.**

Claiming to have the most beautiful beach in Europe, La Baule first strove for prominence in 1880. In keeping with this time in European history, the town has a broad promenade with colourful floral gardens. Complete with fine hotels and imposing mansions, the long promenade skirts the crescent-shaped beach of the Cote d'Amour on the Guerandaise peninsula. On the beach itself are many chic bars and restaurants - and beach showers for bathers are de rigueur.

Perhaps unfortunately, the resort's sophistication somewhat restricts available accommodation, on cost grounds, for coach parties. Traditionally, French families for this reason have preferred to stay in self-catering accommodation in the old fishing port of Le Pouliguen, separated from La Baule by a canal feeding the salt marshes.

Do not despair, for similar to other resorts the cheaper accommodation is way from the seafront. We stayed in a small family hotel well away from the promenade. And Inter-France Reservations has a hotel under contract - the 35-room St Cristophe in the Avenue des Alycons. This means that a quite favourable discount is available for group bookings.

From La Baule I made my way, through the delightful valley of the Lower Loire, towards Angers and north along the old Breton defence line of Chateaubriant, Vitre and Fougere to St Malo and Dinard.

Showing again that Brittany holds many charms away from its famous coastline, I explored castles which are reminiscent of fairy story illustrations - but had a serious intent when Brittany was politically separate from the rest of France.

**So many tourists visit the ancient stone lines of Carnac that French archaelogists are trying to find natural ways of strengthening their foundations.**

**USEFUL CONTACTS**

**Comite Regional du Tourisme de Bretagne,**
3 rue d'Espagne,
BP 4175,
35041 Rennes Cedex
Tel: 99-50-11-15.

**Brittany Ferries,**
The Brittany Centre,
Wharf Road,
Portsmouth PO2 8RU.
Tel: 0705-753033.

**Inter-France Reservations,**
3 Station Parade,
London NW2 4NU.
Tel: 01-450 9388/9391.

# United we stand, divided we fall

## Sir

I read with interest your article on the newly formed Coach Tourism Council and I am not surprised that the BCC failed to take any interest in the concept for it would appear that Mr Topiol is only really concerned with one tiny fragment of the coaching industry and that is the promotion and sales of wholesale tour packages. If the BAWTA is so concerned for their members' future, which is what it is really about, then maybe the BAWTA should be mounting and funding a campaign after all they stand to benefit from it.

Reading between the lines both the article and Coachmart's comments seem to suggest that the future for operators lies solely in selling their own tours and excursions. Come on now, most operators find it difficult enough to operate coaches let alone sell tours as well. In any event we are all complaining continuously about the guy down the road who is cutting our rates so what would happen if the guy down the road was selling a package below cost? And to say that by joining CTC all our problems would be solved, that it could make our dreams come true and that people would be queueing at our doors is ludicrous to say the least.

No, I am afraid that Mr Topiol has failed miserably to grasp the fundamental problems that really face our industry. It is these problems that need resolving before we promote ourselves. Yes it is very true that the industry is in desperate need of an improved public image but the paltry sum of £50,000 will do little or nothing for us. What is needed is a massive PR campaign to promote the age of the coach and this should be carried out by the manufacturers.

If another official body is to be formed for the benefit of the coach industry it should be one designed and dedicated to do what the BCC seem incapable of doing, that is to piece together the fragments of our industry and push it to the forefront of transport.

It should attempt to bring back the professionalism to the industry and help to rid us of the many amateurs who are now involved. It is these amateurs who bring our name into disrepute. And, finally, it should concentrate on improving the standards which in turn should improve the rates obtainable. All too often there are critics who are ready to lay the blame for the industry's decline firmly at the doorsteps of coach operators when in reality most operators are the victims of the system, people to be exploited by coach sales companies, finance houses and tour operators.

Our industry is supposed to be one of professionalism and tradition, yet over the years we have seen many old well-established family businesses fall by the wayside, unable to compete with the ever-growing number of amateurs who are allowed to enter the industry.

The current CPC is a joke for nowadays anyone without a CPC can purchase a coach, borrow or rent an operator's licence from a friend and bingo they are in business.

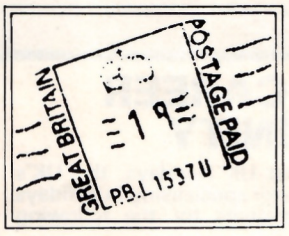
HP and leasing companies are only too willing to make it easy to get into a vehicle without regard for the person's ability or competence to operate it; all they are interested in is getting rid of vehicles and making high profits. Your news article about David Little selling up and putting his money into a building society sums up the major problem and this is what we should be putting our united efforts into solving, not just PR.

One way of combating the rates' problem would be to get all operators, region by region, to agree to a basic inter-hire rate for specific work, which could then form the basis for future quotations and, at the very least, provide a safe price structure to operate. But it needs a body to organise it.

Let us look back over the last twelve months; we see that operators have consistently complained about low rates; we have had the National Express rates debate and more recently we have seen drivers complain that their wages are too low. So it must be obvious to all that there is enough concern about the future of our industry for something to be done about it.

Bob Harris of Classic Coaches recently said in reply to a letter from Mr Breeze, "Mr Breeze would do well to help change the industry by his own small contribution, writing letters is one way - getting involved is another". So why don't we all get involved. Let's form an association for the industry, run and organised by people who are working or have worked in it; there can be no better representation for coach operators than by those who have, or continue to, operate coaches for they are the people who understand the operators' plight. There is a place in the industry for the aims and ideas of Mr Topiol but on its own it is not enough. Joined together with all other aspects of coach operation it could be highly sucessful, and make the turning point we are all hoping for possible.

**J. A. W. Morton,**
**Frontier,**
**London.**




***Send your letters to:***
***The Editor, Coachmart, EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough PE1 1DS***

# Nostalgia Corner

**Last week Coachmart reported two news items which stirred fond memories of past coach operations. The M1 'celebrations' reinforced the many changes faced by the industry and the progress made by coach manufacturers. Until 1961 the maximum PSV speed limit for non-motorway operation was 30 mph, with the most popular coach of the time being a 41 seat, 58 mph Bedford SB.**

**The contrasting style of operation over the years was illustrated by the Bakers centenary photographs. Other companies will have anniversaries of note and hopefully readers may have photographs that will present an interesting story to contrast with the current scene as reflected in the rest of Coachmart.**

**For the first photograph we have stayed with the 30 year theme. In 1959 this Leyland Tiger Cub with early Plaxton Panorama body was supplied to Wilkinson's of Sedgefield, Co Durham. It later passed to Phillipson's "Dearneways" , Goldthorpe near Doncaster.**

**Although both operators have passed into history, the two manufacturers are still very active in the market. Plaxtons then faced significant competition from other UK bodybuilders, but the Panorama marked a turning point in its fortunes. In 1959 the ancestry of the design could still be clearly identified, but the large side windows started the trend that is still evident in today's more restrained designs.**

**Leyland's Tiger Cub was introduced at the 1952 Commercial Motor Show with horizontal 0.350 engine developing 90 bhp. A later uprated coach option gave 108 bhp at 2,400 rpm. By 1957 a five speed Albion gearbox became the standard for coaches, replacing the Eaton two-speed axle with Leyland four-speed gearbox. Chassis price was £1,800.**

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**Grand UK Holidays Ltd**
**Aldwych House, Bethel Street**
**Norwich NR2 1NR** (33059/SV)

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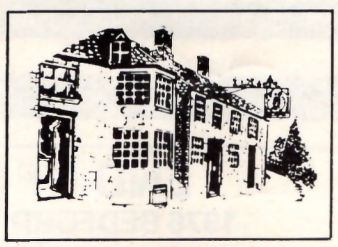

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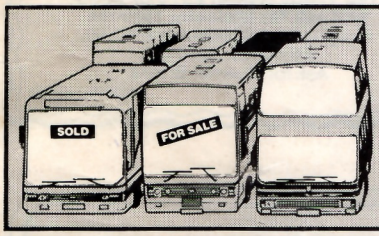


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## DAF

**1982 PLAXTON SUPREME 5GT DSF MB200 DKL,** 49 reclining seats plus courier seat, wired for TV and video, toilet and curtains, MoT April 1990, very good condition all round. **£29,500 + VAT. For more information tel 0272 873349 day and eve.** (33005/DA)

## FORD

### 1981 X REG FORD R1014 PLAXTON BUSTLER

47 seats plus 12 standees, a good service bus suitable for many jobs, tacho fitted, 6-speed gearbox, available from first November 1989, PSV test to June 1990.

**£10,500**

**Telephone: 01-890 6394**

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### 1977 FORD PLAXTON SUPREME

49 seater, clean, tidy vehicle, MoT end Feb 1990

**£3,250**

### 1978 FORD A SERIES

25 coach seats, driver operated door, new tyres, MoT Aug 1990.

**£3,000**

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### FORD R1115 8m 1987 PLAXTON PARAMOUNT 3200 BODY

35 seats, tinted windows, curtains, Eberspächer heating, immaculate condition, low mileage. **£34,950**

### FORD R1115 8m 1985 PLAXTON PARAMOUNT 3200 BODY

SOLD

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**PATTERSON'S COACHES ON (021) 471 2000**

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**1987 (Sept) MCW METRO RIDER,** 25 luxury coach seats, tinted windows, radio/pa, tested to March 1990. **Mint condition £27,950**

**1982 (X reg) FORD PLAXTON SUPREME V,** 49 quality recliners, air operated door, mint condition, been with our company since new, excellent runner, 12 months COF. **£14,950**

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(33082/FO)

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53 seater, MoT 9 months, tinted glass, radio cassette, Telma, side lockers.

**£12,225 ono + VAT**

**Telephone: 01-534 2265 or 01-476 7204**

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**1979 FORD R1114 PLAXTON SUPREME IV,** 53 seater, Bristol dome, power door, radio/tape, pa, side lockers, twin tanks, good condition, **£6,500. Tel. 058087 571 or 0860 715224.** (33096/FO/63)

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### 1982 PRIVATE REG LEYLAND TIGER PLAXTON V SUPREME

51 recliners, MoT, new 245 engine.

**£26,500 ono + VAT**

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(33055/LE)

**1973 (L) LEYLAND,** 49 seats, air door, power steering, semi auto, current MoT, Duple, choice of two. **Offers. LEYLAND,** 50 seats, air door, power steering, semi auto, current MoT, Plaxton Supreme, rebodied. **Offers. Tel. 0282 861234/865697.** (33031/LE)

**1978 LEYLAND LEOPARD,** 53 seats, Plaxton Express door, MoT March 1990, very good condition. **Roberts Coaches, Aberystwyth. Tel. 0970 611085.** (33029/LE/63)

## VOLVO

**1980 11 METRE B58,** 53 seats, Plaxton Supreme IV, power door, Bristol dome, side lockers, 12 months MoT, **£22,500 + VAT ono**

**1978 12 METRE B58,** 53 recliners, Plaxton Supreme III with Paramount front, power door, Bristol dome, 12 months MoT, **£18,750 + VAT ono**

**Both vehicles maintained to a high standard, both mechanical and bodywork.**

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1983 Kässbohrer SETRA S 215 HD - 49 reclining seats, retarder, electronic ventilation, toilet, kitchen, full air suspension, Webasto, central locking, power door, long ticket. *A much sought after machine - sold with 6 months warranty on all major parts. A true executive vehicle.*

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*Financial terms available subject to status. Date of registration does not necessarily imply date of manufacture.*

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**Telex: 56522 SETRAG Telefax: 0522 500118**

## VOLVO

### 1986 VOLVO B10 MGL CAETANO ALGARVE

Low driver, 53/49 recliners, demountable toilet, radio cassette, pa, box and wired for TV and video, window blinds, continental door, low mileage, MoT Feb 1990.

**£65,500 ono + VAT**

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1982, 57 reclining seats, toilet, TV, video, PA etc, Webasto, coffee machine, superb condition, MoT April '90.

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## VOLVO

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**1980 VOLVO B58 DUPLE DOMINANT II,** 53 seats, radio, pa, p/d, repanelled and painted in Mason's white, MoT March 1990, beautiful condition inside and out **£24,500**

**1983 FORD TRANSIT MINIBUS DIESEL** (new engine), 16 high back moquette seats, dormobile, MoT April 1990, prepared and repainted in white.....**£4,950**

**1975 BEDFORD PJK PLAXTON,** 29 seats, manual door, MoT July 1990, repanelled and repainted in white .....**£4,950**

**1982 BEDFORD MINIBUS,** 16 seats (PVC), petrol, MoT March '90 .....**£2,750**

**1976 FORD R1114 PLAXTON SUPREME,** 53 seats, Mark IV front, radio/PA, power door, MoT Feb '90. .....**£4,950**

**1976 FORD R1114 DUPLE DOMINANT I,** 53 seats, MoT'd July '90, power door, blue and white. **£3,950**

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1982, private registration, 50 reclining seats and courier, recent retrim, fridge + drinks machine, video + TV, toilets. Immaculate condition, MoT March 1990.

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***VEHICLES SUBJECT TO VAT.***

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Luxury 19 seater PSV, high back seats, curtains, luggage racks, tinted glass, side skirts, deep boot, radio/cassette, excellent condition, choice of 2. 1 – Tested May 1990. 1 – Tested April 1990. Still under warranty.

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**MERCEDES 307D,** W Reg, Devon Conversion, 12 high back seats, good condition, tested Jan 1990. **£4,000 + VAT ono. Tel. 0524 415976 (evenings).** (33038/MB/63)

**1978 FORD TRANSIT,** 16 seat, petrol, overdrive gearbox, PSV to Sept '90, **£2,000 ono. Tel. 0786 816627.** (33081/MB)

**1980 MERCEDES BENZ,** 12 seater, MoT Nov 1990, taxed Jan 1990, blue and cream exterior, red interior, high back seats, **£2,750 + VAT ono. Tel. 061 832 9445.** (33092/MB)

## TALBOT DIESEL

14 str Crystal conversion, high spec, Nov '88, F reg, very low mileage, as new condition. **£10,950 + VAT**

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(32592 MB 59)

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**1985 LEYLAND ROYAL TIGER PLAXTON 3500,** 52 reclining seats, armrests, courier seat, plug type door, Telma, radio cassette PA, MoT March 1990.

**1983 (NOV) LEYLAND TIGER 245 PLAXTON 3200,** semi-auto, 53 reclining seats, armrests, courier seat, power door, Telma, window blinds, radio cassette, PA, MoT Oct 1990.

***Part exchange or HP arranged***

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(33073/UN/63)

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49 seats, extremely clean, all white, TC June 1990, **£18,000.**

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53 seats, very straight, new test, **£8,000.**

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**£2,500 + VAT**

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16 high back seat conversion, full test.

**£7,850 + VAT**

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**£6,500 EACH + VAT**

6 Leyland/Duple Coaches
49 Seater with toilet and one year MoT.

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(32982/UN/62)

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S/A 12 metre, 50 recliners, test May '90.
**Offers around £15,000 + VAT**

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25 seater, test Jan '90, Perkins engine.
**£1,800 + VAT**

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Test July '90, 22 seats, power door, ideal for service. **£14,000 + VAT**

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53 seater. **£4,500 + VAT**

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**£7,250 + VAT**

**1980 MAN SR280.** Private number plate, 49 reclining seats, toilet, drinks machine, fridge, air conditioning, aisle carpet, Webasto heating, exterior plain white, MoT April 1990.

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(32926/UN)

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**1986 BEDFORD YNV CRUSADER**

53 recliners, TV, video, radio, stereo, PA, de-mountable centre sunken toilet, hot drinks, continental door, tinted windows and blinds. **A bargain at £32,000.**

**1981 LEYLAND LEOPARD SUPREME IV**

6-speed, ZF manual, Telma, 53 seats, radio, PA, stereo, good, clean coach and mechanically ready for anywhere, 12 months MoT. **£22,000.**

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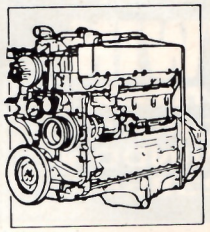

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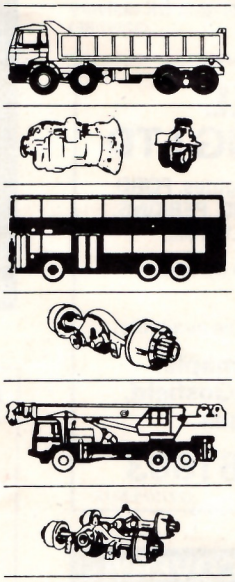

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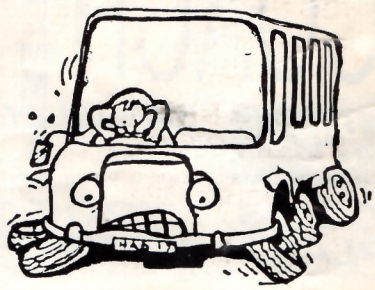

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Covering approximately 16,000 sq ft (owner to dismantle). Cost new (40K), this is located at the stores in East Parade, can be inspected on viewing day and morning of sale and will be sold off catalogue.

**Viewing Wednesday 22nd November and morning of sale.** Terms strictly cash or bankers draft on sale day. A £300 cash deposit on registration will be required. For further details or catalogue, £1 inc p&p, contact **ADT AUCTIONS LTD,** Armytage Road, Brighouse, West Yorkshire. **Telephone 0484 710533, Fax 0484 714510 or Graham Slights on 061 230 6000 or Mobile 0860 390603**

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## TENDERS

**NORFOLK COUNTY COUNCIL.** Tenders are invited for the provision of local bus services in the Cromer area commencing 3rd January 1990. Tender forms including full details are available on application to the County Surveyor, County Hall, Martineau Lane, Norwich NR1 2DH and must be returned to the County Solicitors by not later than 3pm on 30th November 1989.

(33004/TE)

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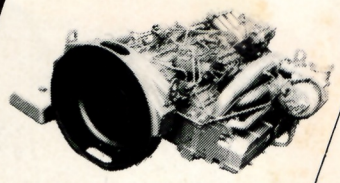

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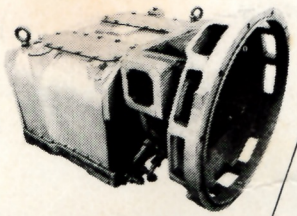

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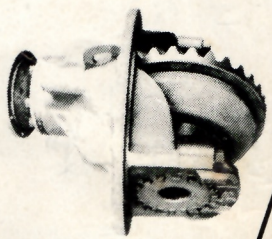

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# ARLINGTON

## VOLVO

**1989 B10M PLAXTON PARAMOUNT 3200★★**, 53/57 recliners, Pannier lockers, power door, Webasto, carpets, exterior cream/red. **£82,700** — 5 SOLD 1 REMAINING

**1987 B10M, Plaxton Paramount 3500******, 49/53 recliners, double glazing, centre continental door and sunken toilet, auto gearbox + integral retarder. **£90,000**

**1986 B10M Plaxton Paramount 3500******. Fully automatic gearbox and integral retarder, 49 reclining seats, brown interior, cream/red exterior, MoT 3/90. **£78,500**

**1985 B10M Jonckheere Jubilee P50**. 53 recliners, crew seat, power door, armrests, radio/tape, alloy wheels. **£65,800**

**1983 B10M Plaxton Viewmaster GT**, 49 recliners, rear sunken toilet and continental door, driver's bunk, fawn/orange moquette. **£44,500**

**1983 B10M Duple Caribbean**, 48 recliners, rear sunken toilet and continental door, underfloor lockers, MoT 4/90. **£48,500**

## LEYLAND

**1988 Tiger Cummins 290 Duple 360L**, 55 seats, rear continental door, skidcheck, Telma retarder, power door, underfloor lockers, fog lamps, radio/PA, grey soft trim interior, exterior red/gold, MoT 4/90. **£69,500**

**1985 Royal Tiger Doyen 260**, Telma retarder, Autolube, 49 reclining seats, crew seat, centre sunken toilet and continental door, provision for TV/video, coffee machine, MoT 10/89. **£55,000**

**1984 Royal Tiger 245**, ZF 6 speed gearbox, Plaxton Paramount 3500, 49/53 seats, demountable toilet, radio/PA system, power door, brown stripe moquette, exterior white. **£53,750**

**1984 Royal Tiger 245 Van Hool Alizee Super High**, 53 reclining seats, crew seat, centre toilet demounted, radio/cassette/PA, TV/video, curtains, Telma, automatic lubrication. **£62,500**

## USED COACHES & BUSES

**1983 Tiger Duple Caribbean**, 50 recliners, continental door, Telma, driver's bunk, double glazing, fridge, MoT 4/90. **£43,500**

**1982 Tiger 245 Plaxton Supreme V**, 53 E-type seats, power door, tinted windows, Eberspacher heater, red stripe moquette curtains, radio/PA, 5 speed semi-auto gearbox, MoT 11/89. **£35,000**

**1981 Leopard Willowbrook 003 coach**, 53 seats, express doors, Webasto, Telma retarder, autumn interior, MoT 11/90. **£17,500**

## MERCEDES

**1982 0303 Jonckheere Bermuda**, 49 recliners, crew seat, power door, radio/tape/PA, centre sunken toilet, continental door, tinted windows, curtains, OM422 V8 engine, ZF 6 speed gearbox, exterior silver/blue/maroon, MoT. **£32,000**

**1982 0302 Plaxton Supreme IV**, 32 recliners, 8 tables, toilet, kitchen at rear, fridge, MoT 1/90, exterior white. **£35,000**

## BEDFORD

**1986 YMP/S, Plaxton Paramount 3200**, 30 recliners, rear saloon toilet, single seat drinks dispenser unit, wired for video/TV, exterior silver/blue, MoT. 7/90. **£47,000**

**1983 (A) PJK Plaxton Supreme**, 29 seater, power door, radio/PA, side lockers, interior trim red, exterior white, new MoT. **£25,500**

**1983 (October) YNT Duple Laser**, 53 seats, power door, radio/PA, side lockers, heated windscreen, driver's locker, one owner from new. Choice of 4. **£34,500**

**1982 (Y) YNT Plaxton Supreme V**, 53 seats, power door, radio/PA, side lockers, brown/gold stripe moquette, MoT 10/89, exterior white. **£22,500**

**1982 YNT Duple Dominant II**, 53 seats, power express doors, radio, red moquette, exterior cream/green. **£23,250**

**1979 YMP Duple Dominant III**, 53 seats, power door, side lockers, radio/PA. choice of 3. **£11,500**

## DAF

**1985 SB 2300 Berkhof**, 49 reclining seats, Webasto heating, toilet, Telma, radio, PA cassette, continental door, power door, blue interior, white exterior. Choice of two. **£46,500**

**1983 SB2300 Plaxton Paramount 3200******, 47 recliners, centre sunken toilet, Webasto pre heater, Blue Spot radio/PA/cassette, curtains, TV monitor, exterior grey/blue, MoT 7/90. **£48,500**

## AEC

**1980 Reliance 760 Duple Dominant II**, 53 seats, power door, side lockers, radio/PA, exterior white/blue, MoT 1/90. **£17,500**

**1978 Reliance 760 Duple Dominant II**, 57 seats, 12 metre, power door, radio/PA, side lockers, brown moquette, exterior brown/orange, MoT 11/89. **£13,500**

## FORD

**1982 R1114 Duple Dominant II**, 53 seater, brown moquette, usual extras. **£17,500**

**1980 R1114 Plaxton Supreme Express IV**, 53 seats, radio/PA, side lockers, Telma retarder, exterior yellow/white/black, MoT 9/89 **£14,500**

## SEDDON

**1975 Pennine Plaxton Elite III**, 57 seats, power door, radio, side locker, brown moquette, MoT 8/90. **£6,500**

## BUSES

**1982 Bedford YMT Duple Dominant Bus**, 63 seats (13+2 seating), Treadmaster gangway, cab door, exterior red/cream/black. **POA**

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